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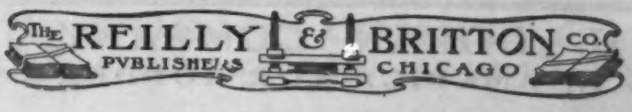

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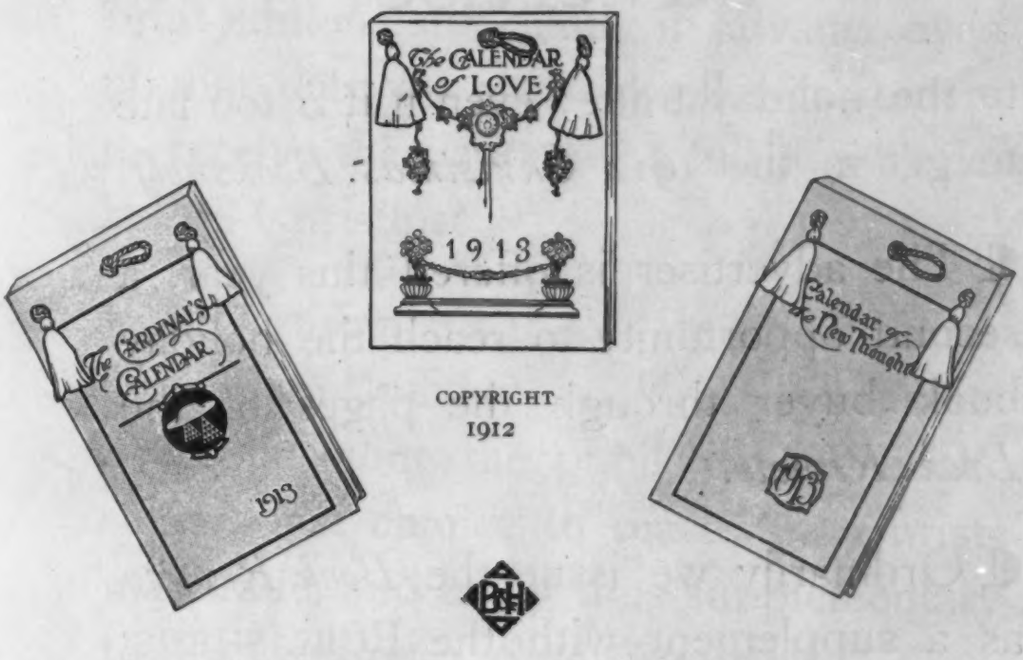

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¶ Advertisements in this issue will therefore catch holiday book-buying at its flood, affording the publisher and bookseller a last chance to reach the Christmas trade, and being thus supplementary to the *Christmas Bookshelf* itself.

¶ This issue will go to press December 2nd, and extra imprint orders from dealers cannot be received after that date. Advertising copy should be sent us by November 20th.

The Publishers' Weekly

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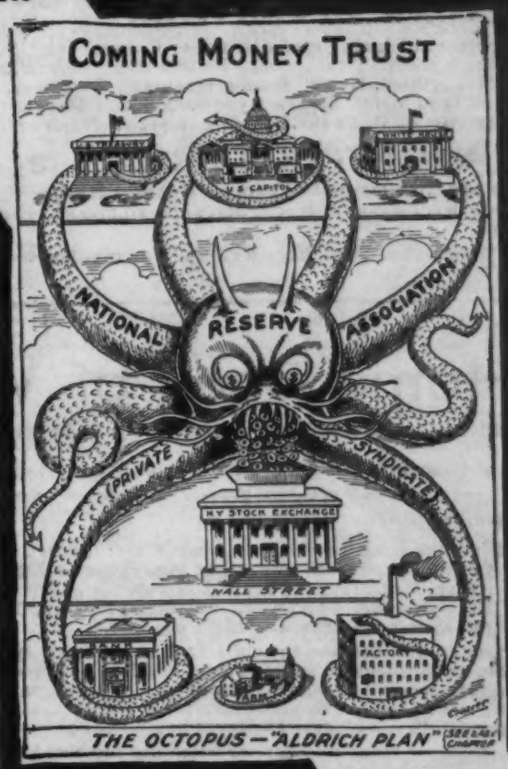

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HENRY HOLT AND COMPANY, New York

The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

November 16, 1912

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"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—BACON.

FIXED PRICES AND THE LAW.

It is a frequent mistake in these days to confuse the fixing of prices with the maintenance of fixed prices. The fixing of prices, especially by a trust, has become most repugnant to the people, and this repugnance has shaped the laws of many States and is shaping Federal law. Conspiracies in restraint of trade have naturally and properly been the target for drastic legislation, and the application of the Sherman anti-trust law by the present administration and in the courts has done much toward breaking down the trust monopolies, so far as the law can reach them.

It is quite another thing to attempt to restrain the owner of any property from fixing his price for it or maintaining that price or refusing to sell to anyone to whom he does not wish to sell. In the book trade, for instance, there has never been, to our knowledge, any attempt whatever to fix the prices of books. There has been a persistent endeavor, on the other hand, to bring about fixed prices, in the interest not only of the producing and distributing elements in the book trade, but finally in the interest of the consumer. No publisher has ever been asked to fix the price of his book at one dollar or two dollars, but there has been a co-operative endeavor to maintain the price of a book as set by a publisher, through the trade method of discounts. So far as this was brought about by associated effort in connection with non-copyright books, the courts decided that this was in restraint of trade. The question as to copyright books is now in course of decision by the courts, and with respect to patented articles, which are cognate to copyright works, the proposed amendments to the patent laws which will come up at the ensuing session of Congress, are very drastic.

Now, it is not against the interests of the ultimate consumer, but in the last analysis in his favor, that the proprietor of a patented article or a copyrighted work should have the right to fix and maintain prices. The immense sales organizations of the Eastman Kodak, the Victor Talking Machine and of other patented articles have been built up through the maintenance of prices, and this has resulted in so wide and large a sale that the fixed price has been lower than if a haphazard market had disorganized the industry in advance. The like is peculiarly true of the book trade. If a publisher cannot sell his book to a dealer, with an understanding that this dealer shall maintain the price, it is most difficult to sustain and develop local book stores, which are an essential part not only of the machinery of the book trade, but of public education.

In the new copyright code, Section 41, which provides clearly for distinct property rights in the copyright and in the material object, includes the added proviso that "nothing in this act shall be deemed to forbid, prevent or restrict the transfer of any copy of a copyrighted work, the possession of which has been lawfully obtained." Just what the effect of this proviso will be has yet to be determined by the courts; it implies that price maintenance cannot be made to depend on copyright, but it does not seem to restrain a publisher or dealer from exercising his natural right to refuse to sell to a dealer who is not maintaining prices.

The proposed patent amendments, replacing the bill for the codification of the patent laws brought into the House of Representatives early last year, on which numerous hearings were held, were submitted to the House of Representatives with a careful report by the committee, August 8, 1912, and are likely to be considered in the short session commencing next month. Section 5 of the committee's revised bill provides that under the Sherman anti-trust law any combination involving the use of a patent shall be held "unreasonable:"

"(a) As the vendor of any patented article, attempts to restrict the price at which such article may be resold by any other person, or the price which any other person than the original lessee, licensee, or bailee shall pay for the use thereof."

"(e) As the vendor of any patented article, attempts to prevent or restrain competition

either by refusing to supply to any other person requesting the same such patented article sold, or by consenting to supply the same only upon terms or conditions in some respects less favorable than are accorded to any other person."

The other sub-sections from (b) to (l) are intended to prevent doing business under a false or misleading name, bribing officials or the employees of rival companies, and other admittedly evil practices. They go to the extreme in the process of regulating all affairs by law, which is a practice of great danger. But it is to be observed that their effect, as expressly stated in the committee's report, is solely to restrain combinations, and not individual manufacturers or dealers. So far as the question involves the maintenance of prices, it would seem that if the analogies of patents should be applied to copyrights, a publisher would still be entitled to maintain prices, so long as he did not enter into a combination to that effect.

There has been general protest on the part of owners of patents against such drastic legislation, even on the part of those who are fully ready to co-operate in the correction of the evident evils connected with the administration of patents. The committee on patents has done very careful work, but it seems to have gone rather far in attempting to cover everything by law, although the limitation of the effect of the law to combinations may obviate some of the criticisms. It is worth while pointing out that to attempt to cover everything by law may lead to worse evils than those which the law is intended to cure.

The book trade during the past few years, when fixed prices have in general replaced the old under-cutting practices, has begun to regain its former prosperity; and it would be a pity if drastic legislation should have the result of leaving a way open through which the old chaos might return.

For three weeks past the editorial office has been at work on the make-up and printing of the Publishers' Weekly *Christmas Bookshelf* number. Every endeavor is made in this issue to obviate errors and give every publishing house adequate representation in the reading pages. How difficult this work is made editorially can only be imagined by those who have once had it in charge. Take, for example, so apparently simple a matter as identifying cuts sent in for illustrations. In the circular letters to the publishers each year, we ask with emphatic underlining that publishers mark the cuts they send us. This year, seventy-six publishing houses sent us 154 cuts of illustrations. Only *three* publishing houses out of the seventy-six supplied the complete data asked for and necessary, and nearly one hundred cuts were received without *any* identifying mark whatever! With many, we do not even know what house sent them, though sometimes the carefully preserved wrapper or shipping tag gives that. These one hundred cuts each year (for, alas! the number varies but slightly) become the subjects of a detective investigation that would make Sherlock H. or Ashton-Kirk or Napoleon Prince green with envy. In time, most of them are run down by one or another of the office staff, by memory or sheer guesswork of various sorts or a process of elimination. Once placed with a given publisher, 'phone or mail inquiries gain the missing caption. But it does mean a fearful waste of time for every one concerned—publishers as well as the Weekly. Besides this, each year a half dozen stray unidentified cuts wander around the office like disembodied souls—which means that some publishers, in spite of our best efforts, are being left out. It would seem as if a good standing rule for any publishing house would be to let no cut go out to anyone which did not bear on its back: (1) publisher, (2) author, (3) title, and (4) caption.

Ordinarily, the Publishers' Weekly *Book Review* is issued as a supplement with the Publishers' Weekly of the third week of the month, the imprint editions being shipped immediately afterward, so as to have them in the hands of dealers on the 1st. Acceding to the suggestion of several representative advertisers and subscribing booksellers, it has been decided to advance two weeks the date of next month's *Book Review,* issuing it as a supplement with the Publishers' Weekly of *December 14th,* but printing and shipping the imprint editions sufficiently in advance even of that date for all bookseller customers to receive their supplies a full two weeks before Christmas.

There is no joy in life equal to the joy of putting salt on the tail of an idea.

"Some people suspend their advertising during the dull seasons. That's what makes the dull seasons."—*Albany Knickerbocker Press.*

THE COST OF DOING BUSINESS.*

What Constitutes the "Cost of Doing Business"—Some Common Leaks—Profit Need Not Be Large But It Should Be Net—Where Small Dealers Fail.

The ever-increasing fierceness of competition has demonstrated the necessity for the most careful management of business enterprises. Profits are too finely cut to permit a continuance of rule-of-thumb methods and greater concentration is necessary to obtain greater accuracy. Careful calculation plays a most important part in business to-day and success depends largely upon the inauguration of better means of securing clear, concise and accurate information relative to the condition of one's business.

This subject of the cost of doing business is of prime importance.

So far as the booktrade is concerned, the question of increased ratio of cost of doing business does not seem to be so much a matter of decreased scales of retail prices as of actual increases in selling cost.

CAUSES FOR INCREASED EXPENSES.

Among the causes of increased expenses is the fact that with an increase in population the number of distributors increases sometimes to a greater extent than seems necessary to supply the demands of the trade. As a result, the average value or amount of the individual order decreases, with a consequent increase in cost of handling.

The publication of expensive catalogues represents a development of recent years, which has added considerably to the expense account.

Again, the much-talked-of higher cost of living through general advance of prices in foodstuffs and other commodities of life has resulted in a necessary advance in the scale of salaries and wages paid to all classes of help. It has also caused larger daily expense accounts of travelling salesmen through advanced hotel rates.

The increased value of realty in the central and business districts of our large cities has forced wholesalers and retailers generally to pay rents far greater than in former years.

This, of course, means additional selling expense, hence the increased proportion of expense to gross sales.

When the house is young the expenses are at a minimum, partners probably doing a large portion of the work. As time goes on, the necessity for more help comes, and the old employes are constantly looking for and receiving increased salaries. Such a condition is apparent in many houses, and any attempt to "prune off dead wood" would be very difficult and would work an injustice to those who have given their best years of loyal service to the house.

Efficient salesmen are demanding and receiving a larger remuneration. There is only so much business obtainable. It is hard to increase the volume, and if one merchant through aggressive measures does increase his volume, this will only be temporary, as others will adopt similar aggressive measures, which will result in an equalization of the volume of business.

SALARIES OF PRINCIPALS.

Some firms or corporations, where there are three or four principals only, have been in the habit of charging little or nothing to the expense account for the salaries of these principals. Some cases have come to our notice where but $1200 or $1500 apiece has been charged off for those who would most assuredly not have accepted any such remuneration working for others, but who saw fit to incorrectly minimize their expense account by charging off such inadequate amounts, relying upon the profits at the end of the year for their full remuneration.

Surely for this work others would have been paid. Therefore, why not charge off some proper amount instead of having a member of the firm do this work and charge nothing for services rendered. How would such a partner fare if there were several inactive partners sharing equally in the profits?

Where the principals do not actively participate in the conduct of the business others are well remunerated. Their salaries are, of course, charged off to the expense account.

RENT.

It is rather startling that there is any diversity of opinion regarding such an important item as this.

Some firms have stated that they were under trifling expense, and when rent was mentioned have said, "What? Rent! Why, we pay no rent! We *own* the building. Of course, we charge off taxes and repairs to the expense account, but we have a great advantage over competitors in that respect, for they must pay rent." Surely, if they were not occupying the building it would have been rented at market prices, and in our opinion they should charge off every year the amount which they could secure for the property if it were rented to another party, probably 8 per cent. on the market value and repairs and taxes and water rent.

INTEREST ON CAPITAL.

Charging interest on capital being a mooted question, it is probably well to present some of the various phases of the subject, as follows: One may readily secure the current rate of interest on capital by investing in securities of such a character as to preclude any appreciable chance of losing the principal. What a person expects to gain who embarks in business, superintending the employment of his own capital, is much more than the rate of interest. The rate of profit should be far in excess of the rate of interest. The first and prime duty of the business, therefore, is to earn the current rate of interest.

If interest on capital is included when making up the cost, and the year is not a good one, the dividends will at least be guaranteed

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if sales have not been made at less than cost; and by cost is meant invoice cost plus operating expenses, including interest on capital. Of course, losses must surely result in years of depression when sales are reduced to a minimum and the ratio of expenses to sales rises out of all normal proportion.

The surplus profit earned is partly in the nature of compensation for the risk involved. He who enters into business always exposes his capital to some, and in many cases to very great, danger of partial or total loss. For this danger he must be compensated liberally; otherwise, of what use would it be to incur it?

NECESSITY FOR CHARGING INTEREST ON CAPITAL.

If a firm were to be started by men with a thorough knowledge of the business and but little capital they would be forced to borrow money and pay interest on it. To such a firm with inadequate capital, the charge of interest on capital is made through the necessary charge of the interest on the borrowed money, which constitutes their capital.

Suppose a case where two firms are doing an equal business, each using $100,000 capital—one has cash capital of the full amount, the other has but $40,000 cash—and borrows $60,000, charging interest on the borrowed money to the expense account. Both concerns must earn a profit on the business done. If the concern with full-paid capital ignores the item of interest on capital, will they not fail to show as satisfactory a result at the end of the year as the other house?

In partnership, when the capital is not equally contributed, it is usual and customary to allow each partner interest on the amount of capital to his credit before any division of profits is made.

The most successful and conservative business men hold that interest should be charged upon capital, and that this should be charged to the expense account and not to the interest account. A fair plan would be to charge at least 4 per cent. interest on capital to the expense account as a minimum amount for the capital to earn. This precaution will provide for at least this return, and the profit can readily be taken care of in annual dividends.

It is also held that interest on borrowed money should be charged to the expense account, for in ninety cases out of a hundred it would not be necessary to borrow money were it not to accommodate some delinquent customers.

A charge of the average percentage of losses should be made to the expense account to take care of bad debts, as it is necessary to include this in the cost to make the results satisfactory at the end of the year.

RECAPITULATION OF OPERATING EXPENSES.

The following summary shows the various items of expense to be considered:

Salaries of salesmen.
Travelling expenses of salesmen.
Advertising, including catalogues.
Gifts to customers.
Salaries of buying department.
Expenses of buying department.
Labor and expenses of warehousing department.
Labor and expenses of shipping department, including all deliveries to transportation companies and to customers locally.
Salaries of principals.
Rent.
Interest on capital and surplus.
Interest on borrowed money.
Salaries and wages of house employes.
Dues to trade organizations.
Stationery.
Postage.
Telegraph.
Telephone.
Insurance: Fire, credit, casualty, partnership, bonds, liability, plate glass.
Depreciation on merchandise on hand.
Unjust claims by customers.
Charity.
Damage, breakage, loss, freight and express charges on returned goods.
Collections.
Miscellaneous expense.

Repairs.	Store supplies.
Fuel.	Warehouse supplies.
Light.	Warehouse fixtures.
Heat.	Store equipment.
Power.	Office equipment.
Freight.	Taxes.
Bad debts.	Legal expense.

It is far wiser when in doubt to charge an item to the expense account than to charge it to the merchandise or any other account.

Every expense which is shown on the ledger, every amount for which you have no positive credit return upon your ledger, is chargeable to the cost of doing business. In other words, practically every expenditure should be put in the expense account, except amounts paid for merchandise, and, in some cases, freight.

EXCEPTIONAL OR SPECIAL BUSINESS.

Exceptional or special business should not be considered in ascertaining the average percentage of expense, for if included in the amount of gross sales, it will give an incorrect and misleading result and cause a loss on the regularly obtained business. For example: A house enjoyed the patronage of a large public service corporation, and for a very small commission purchased their supplies. They unwisely merged this special business into their regular sales to the trade and arrived at their percentage of expense accordingly.

Another concern through certain banking connections was in a position to finance companies which used material in which they dealt. In this manner a large volume of business was secured. Instead of treating it as special business when calculating the percentage of expense of conducting business, they merged it with their regular sales. The result was that while their regular business obtained through their salesmen cost them certainly 15 per cent. on the sales, they deceived themselves into believing that it cost them but 9 per cent.

SALES OF STAPLES.

Attention should be given to the misleading effect of large sales of staples on the percentage of selling expenses for the month or year. It has been recommended by some that a separate record of large sales affording a profit of less than, say, 7½ per cent. be kept. Such a record serves to keep clear the true percentage of expense, for certainly no sales of staples in bulk at a trifling advance over cost should be merged into the sales account of regular goods sold in small quantities at a greater expense.

No business man should allow himself to be deceived as to the cost of doing business by merging such sales into the regular sales account, yet not a few openly boast of their wonderful work in reducing their expense accounts by 2 or 3 per cent. when the truth is that the supposed reduction is caused by failure to segregate such large sales as are here referred to.

COST OF SELLING GOODS SHIPPED DIRECT FROM FACTORY.

The question of the cost of selling goods which are shipped direct from the factory to the customer is one which is frequently brought up.

The manufacturer urging this method, possibly with the hope of coming into greater direct contact with the small trade, claims that business handled by direct shipment costs nothing —that it is all "velvet"—clear net profit.

Is it not necessary to go to some expense to build up friendly relations with the customer? Is it not necessary to pay the salesman's salary and expenses for securing this business? Is it not necessary for well-paid buyers, sales managers and clerks to give their close attention to this business that it may be properly handled? Is it not true that shipments from stock may be handled by a lower paid class of help, and that the business may be disposed of in a day or two instead of the two or three weeks necessary to close a transaction when the goods are sent direct from the factory? Is not the credit risk on direct shipments quite as great as on shipments made from stock, and is it not true that on direct shipments of heavy staples you are asked to incur a heavy credit risk for a transaction at no profit or a possible loss?

In fact, the only gain is a more prompt turnover of capital, a saving of warehouse handling and a saving of warehouse rent. It is still necessary to meet all the other items of expense.

SOME PERTINENT QUESTIONS TO CONSIDER.

What is the percentage of cost of conducting your business? In figuring this, take your total expense and total amount of business done, but do not include any special business.

What percentage does it cost you for the business taken by your salesmen? In answering this question you should not figure in the house expense.

What percentage does it cost for house expenses? In figuring this take total cost of running your business, less cost of travelling salesmen, and figure on the total amount of business done.

Do the officers of your company or the heads of your firm draw what you would call a reasonable salary? Would they accept a similar amount from others for services of a like nature and consider the compensation adequate?

Do you charge rent if you own your building?

Do you charge all possible moneys paid out to the expense account and consequently to the cost of doing business, so that your actual financial condition is revealed at the end of any stated period; or, are you careless and do you try to deceive yourself by making your showing better than it really is?

Do you keep a separate account of each department, so that you may know what percentage of profit each makes; what the gross profits are, and what the expense is, in order that you may have accurate knowledge of what every department is doing?

Do you figure the profit on all your sales, so that you keep yourself constantly informed of your condition, and take any steps necessary to bolster up profits, or do you wait until the end of the year to see what has happened?

Do you keep a record of each salesman's sales—profits, salary and travelling expenses—and do you know what percentage of profit he has made after deducting his salary and expenses from the gross profits, not considering the house expense? If you do this, with the percentage of your house or inside expenses before you, you will know the actual value of each salesman. Some who are first in the sales column may be last in the profit column.

Do you charge interest on money used in the business as a factor in the cost of doing business, or do you look to your final results at the end of the year to take care of this, and run the risk of giving customers the use of your money for nothing?

MR. ROCKEFELLER ON COST DATA.

In his recent article in *The World's Work*, John D. Rockefeller writes:

"Then, again, we had the type of man who really never knew all the facts about his own affairs. Many of the brightest kept their books in such a way that they did not actually know when they were making money on a certain operation and when they were losing. This *unintelligent competition* was a hard matter to contend with. Good old-fashioned commonsense has always been a mighty rare commodity. When a man's affairs are not going well, he hates to study the books and face the truth. From the first the men who managed the Standard Oil Company kept their books intelligently as well as correctly. We knew how much we made and where we gained or lost. At least, we tried not to deceive ourselves.

"My ideas of business are, no doubt, old-fashioned, but the fundamental principles do not change from generation to generation, and

sometimes I think that our quick-witted American business men, whose spirit and energy are so splendid, do not always sufficiently study the real underlying foundations of business management."

MANUFACTURERS WISER THAN MERCHANTS.

Manufacturers have always added their "overhead" and selling expenses to the other items entering into the cost before arriving at what they consider cost. Merchants, however, have not followed this custom, with the result that salesmen, and even principals have unconsciously felt that any amount secured above their invoice cost was profit. Following the manufacturers' method of using a true cost, sales could be made at cost without suffering any actual loss, as all operating expenses are taken care of in this cost. Were a merchant to sell goods at what he invariably calls his cost, however, he would suffer an actual loss equal to the amount of his operating expense.

PERCENTAGE OF EXPENSE NOT THE SAME ON ALL GOODS.

It should be borne in mind that the expense sustained by a business house during the year gives the average percentage of expense of selling all goods, but does not give the percentage of expense of selling any particular one of the many lines of goods handled.

It is well known that certain heavy staples in continual demand are less expensive to handle than are small goods on which the demand is lighter and the cost of handling greater.

In arriving at the cost of handling the various lines or classes of goods, the proper proportion of the expense of doing business and the expense of each salesman in effecting sales should be segregated and charged against them.

A leading wholesale hardware house considers and charges specifically to each department or line of goods the following items of expense:

"1. Interest at . . per cent. on the amount invested in stock.

"2. Insurance and taxes on stock.

"3. A rental charge for the floor space occupied in store and warehouses, together with repairs and alterations, and insurance and taxes on buildings.

"4. . . per cent upon the amount of sales for a provision against bad debts.

"5. The salaries and other expenses incurred exclusively (including any travellers engaged specially) for the department.

"6. Departmental advertising and expense of catalogues in proportion to the amount of space occupied.

"7. A proportion of all general travelling expenses calculated on the basis of the cost of sales made.

"8. A proportion of all other general salaries and expenses of the house, based on the cost of the total sales of the house and calculated on the cost of sales in each department.

"(NOTE.—General expenses comprise salaries of officers, cashiers, bookkeepers, entry clerks, etc., whose services are of a general character and cannot be segregated into one or more departments; the proportion of rent for offices, aisles, etc., also postage, light, heat, cleaning, stationery, advertising of a general character, telephones and telegraph, donations, and the other sundry expenses which are necessary in conducting business.)

"The sum total of these general expenses is divided among the various departments in proportion to the cost of the goods sold, for the reason that it is considered a more equitable basis than the amount of sales, because it would be unfair toward a department manager who obtains a good rate of profit on his goods to be charged a heavier rate of expense in consequence, as compared with a department showing a lower rate of profit.

"Consideration should also be given to the number of times a year the goods can be turned; the proportion which the item bears to the whole amount of goods sold; the portion of the hauling and packing account which the item should assume.

"In dividing travelling salesmen's salaries and expenses, a less proportion is segregated against the departments comprising heavy staples, for the reason that less time is necessary for selling these articles than the general line of goods.

"By means of this close calculation of the various expenses the actual cost or business expense of each department is arrived at, and a percentage representing the total of such expense is added to the flat cost of the goods in each department, in order to obtain the catalogue or store cost prior to the addition of the proper percentage of profit."

The percentage of expense of handling any given line of goods or a class of goods in which a particular line would naturally fall, can be ascertained by following the rules above. This plan may appear to be somewhat radical at first glance, but it is not so much so as one would think.

It is not necessary to employ a high-priced statistician to figure the cost down to the hundredth part of 1 per cent., but the cost of handling different classes of goods may readily be ascertained by a careful calculation and consideration of the conditions under which they are handled and sold.

A SMALL PROFIT BUT IT MUST BE NET.

A profit of 5 per cent. would undoubtedly be satisfactory, but this 5 per cent. must be "in the clear," after the expense of distribution has been defrayed.

Again, figure true costs, and do not deceive yourself. If goods are billed at $1 each and it costs you 15 per cent. on the sale to sell them, speak of your cost as $1.18, and let it be known that no profit is made unless the sale is made in excess of that figure.

All reason and common sense should tell a man that he must work to make a profit, and no profit can be made until after the operating expenses are defrayed. Every man in business ought to have constantly staring him in the

face the words, *Make a profit!* Write it large, have it prominently before you every minute, impress its importance on every employe who has to do with sales. Rub it in thickly for it breeds success—*"Make a Profit!"* "Make a Profit!" "MAKE A PROFIT!"

HARD WORK FOR A SMALL RETURN.

The demand for a better and more equitable return is fully justified and must be pressed. We give to our business all we have of time, of labor, and devotion, and if we are its servants, at least it should pay us well, for our service is worth more than the laborer's wage.

How many hours have you worked, how many days a year, to make a beggarly 6 per cent. clear on your investment? How many times have you gone home sick with the worries of a business whose expenses were *howling like wolves at the heels of its profits?*

And what for? Partly for the same reason that prompts every man—that dogged spirit that is in all of us, the grim determination to make a success of a hard game. Partly that and partly because the profit must be wrung from the business if we are to live. Most of us are willing to pay the price and succeed, but at what a terrible cost.

The opportunity has now come for men of commerce to develop their business to a more profitable degree by discontinuing the old false cost system and making every day grow bigger in its dividend-earning power by selling goods at a price based on the true cost, viz., the invoice price plus the operating expenses, paying proper attention to the varying cost of handling different lines of goods.

In this way, and in this way only, will the profit possibilities of the business of distributing merchandise be realized.

FOURTH PART OF HOE SALE BEGINS.

TWO-MILLION MARK EXPECTED TO BE PASSED—RECORD PRICES CONTINUE TO BE MADE ON MANY ITEMS—AN ELZEVIR BRINGS $3500, AND A JENSON CICERO $2025—THREE DAYS' TOTAL, $75,662.

THE sale of the fourth part of the Hoe library began at the Anderson Galleries, New York City, on Monday last. The bidding has been spirited for most of the sessions so far. Nearly all the purchases have been made by dealers, either for themselves or unknown clients.

MONDAY SALES.

Dr. Joseph Martini, acting for Mme. Theophile Belin, of Paris, paid $2350 for the "Opera" of Joannes Pontanus, three volumes, quarto, printed on the Aldus Press, in Venice, 1518-19. It is in contemporary dark green morocco binding, came from the library of the famous bibliophile, Jean Grolier, has his name at the foot of each front cover, and on the center of each back cover is his motto, "Portio mea domine sit in terra viventum." Laid in is a letter by M. Theophile Belin, of Paris, addressed to the late Robert Hoe, in which he says that the bindings are genuine, and that they have been only slightly restored in the corners.

Two of the most active bidders the first day were George D. Smith and G. S. Hellman. James F. Drake also made large purchases. Mr. Smith was the biggest buyer of the day, but Mr. Drake made the record price when he paid $3500 for a copy of Eschole De Salerne's "Vers Burlesque" (Poems of the Huguenot War). This is one of the rarest reproductions of the Elzevir Press, and said to be the only copy known in uncut state. It is dated 1651. Mr. Ferguson, representing Bernard Quaritch, and Dr. J. Martini were the underbidders.

The sermons of Joannes Chrysostomus, 1693, brought a lively tilt between Drake and Martini, in which the latter was outbid when $3125 was reached. The work is in three octavo volumes, bound in old French blue morocco, the sides being covered with a rich mosaic design of compartments in red and citron morocco.

George D. Smith paid $1300 for "Le Roi Candaule," by Théophile Gautier, printed in 1893. This is a superb specimen of binding in light blue levant morocco, covered with a mosaic design in borders and compartments. Mr. Smith said that he bought this for his own stock.

Joseph M. Baer, of Frankfort-am-Main, Germany, paid $835 for one of Petrus Victorius' works, dated 1553. Dr. Martini purchased for a French buyer the sermons of Cornelio Musso, bound in olive morocco, for which he paid $700.

Mr. Ferguson, for Bernard Quaritch, paid $2800 for "Les Amours Pastorales de Daphnis et Chloé," of Longus, with frontispiece by Coypel and twenty-eight plates engraved by B. Audran after Phillippe d'Orleans, the Regent, duodecimo, Paris, 1718. It is in light brown morocco binding by Padeloup.

Other notable items were:

"Henri II. Galliarum regis elogium," by Petrus Paschalius, Paris, 1560, apparently bound for presentation to Diane de Poictiers as a memorial of the funeral of Henry II., $520 (Smith).

"Omnia Opera," of Plato, folio, Lugdunum, 1548, with arms of a cardinal, $450 (Baer).

"Sacre de Louis XV.," finely illustrated, large folio, Paris, 1722, with the arms of Louis XV. in the center of each cover; binding by Padeloup, $400 (G. S. Hellman).

Poetical works of Percy B. Shelley, edited by F. S. Ellis, Kelmscott Press, 1894-1895, $500 (Smith).

"Variarum lectionum libri XXV.," of Petrius Victorius, folio, Florence, 1553, from the libraries of Thomas Maoli and Firmin-Didot, $835 (Baer).

"Henri II. et sa cour" and "Stockholm, Fontainbleau et Rome," two volumes, Paris, 1829-1830, presentation copies from Alexander Dumas, Pere, to Mlle. Georges, the French tragedienne, $275 (Dodd & Livingston).

The largest price brought during the afternoon was $505 for a first edition of Thomas

De Aquino. This book is rubricated throughout with borders painted in various colors. It was printed in 1471, and contains the famous colophon: "This book is produced not by aid of a pen, but by the new and wonderful art of printing." It was bought by Mr. Smith.

The first day netted $48,440.50, of which $16,709.50 were the proceeds of the afternoon sales and $31,731 of the evening sale.

TUESDAY'S TOTAL, $20,639.

There was spirited competition at the Tuesday evening session between George D. Smith and F. S. Ferguson for a folio copy of Cicero's "Tusculanarum quaestionum libri V.," printed on vellum by Nicholaus Jenson at Venice in 1472. It consists of eighty-five unnumbered leaves, without signatures and catchwords, and is printed in Roman characters, thirty-three lines to the page. Vellum copies of this are great rarities, not more than half a dozen being known. Mr. Ferguson stopped at $2000, and Mr. Smith won the prize by a bid of $2025, a record.

An autograph letter of Catherine de Medici was the most interesting item of the day, and brought the third highest price, $1350. George D. Smith wanted this autograph, and so did Walter M. Hill, of Chicago, and the latter obtained it. It is one of the highest prices ever paid at auction in this country for the letter of a foreigner. It is four pages quarto, without date or place, but was written about 1580. The edges are slightly frayed, and a small piece is cut from the top of the first page, on which the date may have been written. The contents of the letter, however, are not injured. It is a holograph and is signed "Catherine." Full autograph letters of this queen are exceedingly rare. This one apparently refers to the affairs of her son; the Duc d'Alencon, the hideous dwarf, but, though very legible, is written in a script exceedingly difficult to decipher.

The third and rarest edition in English of "The Courtier of Count Baldessar Castilio," small quarto, London, 1588, went to Mr. Smith for $525, the record price. It is in blue morocco binding by Joly, and is printed in three columns, viz.: Italian in italics, French in roman, and English in black letter. Another record price was $525, paid by Mr. Smith for the "Voyages et Descouvertures" of Samuel de Champlain, small octavo, printed in Paris in 1620, and in green levant morocco binding by Pratt.

"Costumes et Annales des Grands Théatres de Paris," by Jean Charles Le Vacher de Charnois, seven volumes, Paris, 1786-89, went to James F. Drake for $600, another record. The volumes are in green levant morocco binding by Chambolle-Duru. Other noteworthy prices of the evening session were:

"Les fais Maistre Alain Chartier," folio, Paris, 1489, rare first edition, binding by Trautz-Bauzonnet, $450 (Dodd & Livingston).

"The Workes of Geffray Chaucer, newly printed," folio, London, no date, third collected edition, probably issued about 1550, binding by Joly, $300 (Smith).

George Chapman's "Bussy D'Ambois, a Tragedie, as it hath been often presented at Paules," first edition, London, 1607, binding by Zaehnsdorf, $200 (Smith).

"Les Contes Remois," by Augustin René, Count de Chevigné, large paper copy, Paris, 1858, $240 (Dodd & Livingston).

Walter H. Hill paid $270 for fifteen volumes of Byron, with 550 engravings and an autograph pass from Byron to John Galt to go "below the bar in the House of Lords." A second edition of Richard de Bury, "Philobiblion," 1483, rarer than the first edition, went to Mr. Smith for $425.

DECAMERONS A TUESDAY AFTERNOON FEATURE.

Two beautifully bound copies of the "Decameron," Paris, 1757, brought the top prices at the afternoon session. G. S. Hellman paid $1400 for one set of five octavo volumes, from the Utterson collection. It is printed on Holland paper, with the verification signature at the end of the fifth volume, and proof mark of etchings at the foot of nearly every plate. The citron morocco binding, with gilt backs, heavy borders of gold on sides, and gilt edges, is by Padeloup. It contains the author's portrait, five frontispieces, 110 plates and 97 tailpieces, all proof impressions, by Lempereur, Lemire and others, after Eisen, Gravelot, Boucher and Cochin.

George D. Smith gave $1200 for the other set, also of five volumes, a choice copy in old French green morocco binding by Derome, with gilt tooled dentelle borders on the sides, gilt edges and gilt arms of an ecclesiastic on the backs.

These are record prices for this edition of Boccaccio's "Decameron." In the first part of the Hoe sale, April, 1911, a copy of this same edition, with all the extra plates, brought $1000, which then became the record price, so that, curiously enough, the sale of yesterday twice broke the record established by the library itself at a previous sale, the $1200 item being auctioned off before the $1400 one.

Another Paris edition, 1545, of the "Decameron" was knocked down to Dodd & Livingston for $235. The bookseller, Estienne Roffet, whose name is printed on the title page, was binder to King Francis I. For the first French edition of Boccaccio's "Fleury and Blanchefleur," Paris, 1542, J. O. Wright gave $175. The same author's "Contes et Nouvelles," Cologne, 1732, binding by Chatelin, went to Bernard Quaritch for $135.

James Boswell's "Life of Dr. Samuel Johnson," four volumes, Oxford, 1826, binding by Bedford, was bought on order for $375. It is extra illustrated by the insertion of 358 engravings, including 32 portraits of Dr. Johnson. There are two original drawings by Harding. It is one of fifty large paper copies. "Histoire des Caricatures de la Révolte des Français," by De Nimes Boyer, two volumes, Paris, 1792, binding by Bedford, went to James F. Drake for $190. Lathrop C. Harper paid $155 for the Basel, 1497 edition of Sebastian Brandt's "Stultifera Navis," binding by Trautz-Bauzonnet. It contains on leaf 76 an allusion to the discovery of America.

WEDNESDAY'S TOTAL SMALLER.

The items at Wednesday's sessions did not bring high prices. They consisted chiefly of various editions of the works of John Dryden and of Alexandre Dumas, père and fils. The total of the day was $16,589.50, the afternoon session bringing $11,471.50, and the evening $5118.

"Lettres á Emille, sur la Mythologie," by Charles A. Demoustier, Paris. 1801, extra illustrated, was knocked down for $275 to Maurice Sloog. "Les Bijoux Indescrets," by Denis Diderot, large paper copy of first edition, Paris, 1748, was obtained by Ernest D. North for $160. James F. Drake paid the record price of $320 for "Discours sur l'Histoire de France," by Antoine Dinge and Jeon J. Garnier, Paris, 1790, binding by Derome.

A first edition of Austin Dobson's "Four French Women," London, 1890, large paper copy, extra illustrated, was bought by George D. Smith for $118, and he also gave $165 for a large paper copy, extra illustrated, of the same author's "William Hogarth." Writings of Claude Joseph Dorat and others, bound in two volumes, went to J. O. Wright for $155. Mr. Smith paid $175 for "The Battaile of Agincourt," by Michael Drayton, first edition, London, 1627. He also obtained for $130 a first edition of John Dryden's "Alexander's Feast," folio, London, 1697, with the half title, and a first edition of the "Historiae Canadensis," by Francois Ducreux, quarto, Paris, 1664, for $100.

"Les Trois Mousquetaires," by Alexandre Dumas, Paris, 1894, on India paper, was knocked down to Mr. Smith for $101, and the same author's "Le Chevalier de Maison-Rouge," illustrations by Julien Le Blant, engraved by Léveillé, Paris, 1894, went to Mr. Drake for $192.50. This work is in levant morocco binding by Mercier, and was exhibited at the Exposition Universelle, 1906. Inserted is an original drawing by Le Blant, signed. The "Affaire Clemenceau," by Alexandre Dumas, Fils, Paris, 1866, binding by Meunier, first edition, author's presentation copy to George Sand, with autograph of Dumas on front cover, was bought by Mr. Smith for $56.

The afternoon session began with the sale of a copy of the rare first edition of William Congreve's first publication, "Incognita on Love and Duty Reconcil'd," 16mo, London, 1692. It went to George D. Smith for $510. This little work is so scarce that there is no copy of it in the British Museum.

James F. Drake paid $1200 for Pierre Corneille's "Rodogune, Princesse des Parthes," quarto, Versailles, 1760. It is the record price. This work has an interesting history. It was printed in the apartment of Mme. de Pompadour, at Versailles, and is one of the few copies that were so issued. She having been curious to see the printing of it, the king ordered a press and a few workmen from the "Imprimerie Royale" to the Chateau de Versailles, and the tragedy of "Rodogune" was printed in Madame's apartment while she looked on. A note on the flyleaf of the present copy is in Mr. Hoe's autograph and refers to Mme. de Pompadour's own copy: "The copy which belonged to Madame de Pompadour. . . . I saw in M. Sauvage's collection in Paris in 1897. It was sold for fr.30,000. With the exception of the above, this is the choicest one I have ever met with."

Another record price, $800, was paid by Walter M. Hill for a large and fine copy of Archbishop Thomas Cranmer's "Catechisms," small octavo, black letter, London, 1548. Mr. Hill also gave $315 for Archbishop Cranmer's "Confutation of Unwritten Verities," 16mo, London, 1558. This also is in black letter and is a second edition. Its brown levant morocco binding is by Bedford.

EXHIBITION OF THE BOOKS OF THE YEAR.

A RECEPTION last Wednesday evening marked the opening of the Seventh Annual Exhibition of the Books of the Year, held at the National Arts Club, 15 Gramercy Park, New York City. At ten o'clock, after the guests had browsed over the some two thousand volumes displayed as representive of the year's new books, and had admired the many original illustrations that hung on the walls above the books they illustrated, William B. Howland, of the *Outlook*, chairman of the committee having the exhibition in charge, introduced the first speaker of the evening—Walter H. Page, of Doubleday, Page & Co.

Mr. Page gave a vivid and pathetic portrait of the modern publisher's poverty and of the "fewness" of books. He pointed out that the estimated output of books a year, compared to the ninety millions of people in the United States, worked out to but one copy per capita. He expressed a belief that men spent more money for neckties and women for buttons than they did for books. In the eyes of the publishers, Mr. Page can well claim the distinction of a humorist, for he made the statement—and his audience seemed to believe him—that the only real pay a publisher receives is the friendships that spring up between author and publisher. Finally, he proved the utter uselessness of attempting to appraise the value of books, either by one's own judgment or that of a reviewer, and suggested that the only safe and sure way to get a good book was to buy them all.

Walter Gillis, of the Gillis Press, who was present, but unable to speak on account of a cold, had his paper on "Printing" read. It covered a resumé of the history of printing, with notes as to new discoveries as to the actual date when printing with movable type was first begun, and the possible further development of printing.

The third speaker was Charles H. Caffin, the well-known English critic, who upheld his profession, pointing out that there is real need of the real critic, especially here in America, where the reviewer with a surface knowledge of his subject, and a light or even flippant style, is given preference over the serious critic. He defended the seriousness of the

Englishman, reminding his hearers that all good work was the result of seriousness.

Twenty-five publishers are represented at the exhibition, but there are several regrettable absentees. It is to be hoped that representatives of these missing houses will visit the exhibition this year, and plan to cooperate in its success next. The exhibition will be open to the public from 10 a.m. to 6 p.m. on every weekday, and from 2 p.m. to 6 p.m. on Sundays from now till November 29. Entrance to the galleries is from 119 East 19th Street.

THE AUSTRALIAN BOOK MARKET.

THE British attitude toward the Australasian book market is reflected in a recent letter to the English *Author*. The writer says:

An article in the October number of the *Author* contains the statement that English works—in comparison with American—do not get a fair circulation on the colonial markets. My own experience in the matter may be of interest. When my first novel was published, last autumn, I happened to be in Australia, and, naturally, I took a paternal interest in my first-born. Before it arrived in the Commonwealth, a Sydney literary agent warned me that it would have little chance of success in competition with the new American books. He added the amazing explanation that Australian buyers disliked English books on account of the pornographic tendency. The agent probably did not know a great deal about the contents of the books he handled—he was agent for everything that came in his way, from fire insurance to sheep dip— but it was certainly true that English paper-covered books, with suggestive covers and titles, occupied prominent positions on the bookstalls.

I did not believe that the pornographic portion of the English output could be large enough to affect the reputation of the whole. A more credible explanation was forthcoming when my own book arrived. Wishing to see a copy of the colonial edition, I asked for it at one of the leading shops. The bookseller told me that he had not got it, was not likely to get it, and knew nothing about it. He added that the book could not be worth reading, or his London agents would have sent him some copies of it. When I meekly told him that I was the author of the book he made amends by explaining how it was that he knew nothing of it. He left the purchase of English books, he said, entirely to his London agents, who sent him out whatever they thought best. He never replaced books that he sold, except under exceptional circumstances, as a book that had been in brisk demand might be forgotten during the three months that must elapse before fresh stocks could be obtained from England. He bought American books because the representatives of American publishers called on him and were able to tell him all he needed to know about the contents of the books that he sold. To stock American books was therefore less of a speculation than to stock English ones. A New Zealand gentleman, a large buyer of books, told me that he bought all his books from a London bookseller, as the choice among those offered for sale locally was so limited.

Though many Australasian booksellers are men with literary tastes, some bring to their business qualifications that would serve them equally well if they sold candles or mousetraps. A Sydney lady who read my book was so sporting as to order twenty-four copies of it, to be sent to twenty-four of her friends as Christmas presents. The bookseller, not having my novel in stock, without consulting his customer, sent out twenty-four copies of a new American novel instead. When the lady remonstrated with him, he pleaded that as the two books were equally new, and were sold at the same price, there was nothing to choose between them. He knew nothing, of course, about the contents of either work. I was credibly informed afterwards by a publisher's agent that his profit on the American book was double what he would have got by selling mine. The same gentleman told me that in order to capture the Australasian market American publishers allow Australasian booksellers a profit so large that they have none left for themselves; that, in fact, they practically let the bookseller get them at the price it costs to produce them. The buyer, however, pays the same price as he would for an English book.

So far, my complaint has been against the Australasian bookseller. English publishers, too, must share the responsibility of allowing American books to shoulder English ones out of the market. One New Zealand bookseller ordered thirty copies of my book on the strength of a notice of it that he had seen in a trade journal. He sold these out in three weeks and applied to the Melbourne representative of my publisher for more copies. He was referred to the London house. Before leaving Australasia I called on my publisher's local representative, and asked if it were true that he could not supply my book. He told me that he had originally received only twelve copies of my book, that he had disposed of all these to one bookseller soon after they had arrived, and had never replaced them. He had had a number of applications for the book, but had referred each applicant to the London house. He admitted that he could have sold a hundred copies if he had had them.

It is necessary to add that as I know of one English publishing firm that is admirably represented in Australasia, and as others may be equally well represented for anything I know to the contrary, my remarks must not be applied too generally. My evidence shows that there is something wrong with the Australasian book trade—so far as it concerns the English author—but it does not show the extent of the evil.

"KRAFT" PAPER.

"KRAFT" wrapping paper sprang into existence only a few years ago, but it gained immense popularity immediately on its introduc-

tion. The name is a German one, signifying strength, and is, in the case of the genuine article, singularly appropriate. Kraft paper is produced from unbleached chemical wood-pulp, boiled by the sulphate of soda process. Both the boiling and beating are regulated so that the full length of the fiber is preserved, while the latter process is prolonged and so arranged by the bluntness and position of the beating knives that the fibers become partly hydrated. By this means tremendous strength and cohesion is secured in the ultimate sheet. The natural color of the boiled material is brown, and the boiling liquors become so stained that they act as a dye. To impart special shades, dyes are sometimes added to the pulp. The strongest "Krafts" are undoubtedly Scandinavian, the home of the original product. From imported pulp, British manufacturers are now making a high grade, while papermakers in this country and Germany are making great efforts to equal the Swedish and Norwegian manufacturers. There is little doubt that the climate of the latter countries conduces to the ideal growth of wood for this class of pulp, and also affords facilities for the production of very strong wrapping.—*English Stationery Trade Journal.*

IF YOU MEET THIS YOUNG MAN—

JOHN STERLING, the well-known Watertown, N. Y., bookseller, sends us the following notice:

For several years an unknown young man, intimately acquainted with Watertown business and professional men, has successfully operated a "flim-flam" game in New York, Boston, Buffalo and Eastern cities.

His method of operation is to pose as the son, younger brother or nephew of some Watertown man with whom his prospective victim does business. He tells a hard-luck story of having had his pocket picked, saying he desires a loan of $10 to $20 to get to Watertown, adding that he will remit in a day or two. He has succeeded often in getting the money, but thus far has failed to remit.

This warning is sent to you in an effort to catch "Mr. Slick," as he is popularly known here. If a young man, well dressed and well mannered, tries to borrow money of you on the strength of your business relations with any Watertown business man or firm, have him arrested if he cannot prove his claim of relationship, and notify the Chief of Police of Watertown. In any event, don't loan the chap any money unless or until you get into communication with the party whom he claims as a relative.

CHAMBER OF COMMERCE OF
WATERTOWN, N. Y.

P. S.—Show this to your business associates.

The Stationers' Board of Trade adds:

The party above referred to claims to be a son of John Sterling, of Watertown, N. Y. He is no relation whatever. He recently called upon several parties in the trade, and is said to be a man of about thirty-five years of age and of medium height.

TRADE ASSOCIATIONS.

BOOKSELLERS' LEAGUE.

THE November talk of the League's series of trade talks for booksellers, a week from next Tuesday, November 26, at one o'clock, will have a live subject—"Preparing for Holiday Business." Clive Mecklem, whose long experience at Brentano's well qualifies him for the task, will be the speaker, and the meeting place, as heretofore, will be the Liberal Club, 132 East 19th Street.

Every bookseller and bookseller's assistant in New York City or vicinity, who can come, is cordially invited to be present and to come primed with questions, practical Christmas selling problems and half-formulated holiday ideas. Attendance will well repay the effort.

OBITUARY NOTES.

WALLIS R. CATTELLE, a dealer in precious stones and an author of several books on jewels, died, November 12, at his home in Fanwood, N. J. Mr. Cattelle was born in England in 1848, and came to America twenty years later. Among his books were "Precious Stones," "The Pearl," and "The Diamond."

WILLIAM BLACKWOOD, grandson of the founder of the publishing house of Blackwood & Sons, of Edinburgh, and of the famous *Blackwood's Magazine*, died in London, November 11. He was born in Lucknow, India, in 1836. The son was trained for a literary profession, and after his graduation from Edinburgh University was sent abroad to study, first at the Sorbonne in Paris, and then at the University of Heidelberg. At the age of 21 years, William Blackwood entered the publishing business under his father and uncle, and in 1861 became the head of the house.

BOOKLOVERS the world over experience a common loss in the death of George Knottesford Fortescue, Keeper of the Printed Books in the British Museum since 1899, and connected with the Museum library for forty-two years. He was born in 1847, educated at Harlow College, and appointed assistant in the library in 1870. In 1884 he was made superintendent of the reading room, and in 1890 assistant Keeper of Printed Books. In 1901 he was president of the Library Association of the United Kingdom. Bibliographically, he is best known for his subject index to the Museum library, published in three volumes, 1880-1890.

J. A. WAYLAND, founder and owner of *The Appeal to Reason*, the Socialist weekly newspaper at Girard, Kan., shot and killed himself in his home there, November 10. Between the leaves of a book lying on the bed was this note: "The struggle under the competitive system isn't worth the effort; let it pass." Wayland was fifty-eight years old. He founded the paper here fifteen years ago.

Previously, he had edited papers in Harrisonville, Mo.; Pueblo, Col., and Greensburg, Ind. He established *The Coming Nation* in Greensburg in 1893. Later, he founded a Socialist colony at Ruskin, Tenn. As a writer and worker he was well known among Socialists throughout the world.

Miss Sophie Miriam Swett, author of numerous juveniles, died on November 12 at Arlington Heights, Mass., where she and her sister, Susan Hartley Swett, who died several years ago, wrote their books. Miss Sophie wrote chiefly short stories and juvenile books, and Miss Susan was a writer of verse. Miss Sophie, who was at one time associate editor of *Wide Awake*, a children's magazine, has two score of volumes of children's stories to her credit. Her first juvenile published was "Captain Polly." in 1889. Among her other books are "Flying Hill Farm," "Mate of the Mary Ann," "The Ponkaty Branch Road," "Captain Thistletop," "Tom Pickering of Scutney," "Bilberry Boys and Girls," "Pennyroyal and Mint," "Stories of Maine," "The Littlest One of the Browns," "A Cape Cod Boy," "Sarah the Less," "The Wonder Ship," "Long Tom and How They Got Him," "The Lion Tamer's Little Girl," "Mary Augusta's Price," "Sonny Boy." "Princess Wisla," and "Six Little Pennypackers," a continuation of which, "How the Pennypackers Kept the Light," has just been published by Dana Estes & Co.

PERSONAL NOTES

Harry F. Hull, who has been connected with Dodd, Mead & Co. for the past twelve years, will represent the H. B. Claflin Company in 1913.

Ernest Thompson Seton has sold his famous 100-acre country estate, Wyndygoul, near Cos Cob, Conn., for a price said to be around $250,000. Most of the estate has been kept in its primitive wildness. Mr. Seton's future home plans have not been divulged.

Arthur Spurgeon, chairman of the Waverley Book Company, and general manager of Cassell & Co., Ltd., gave a dinner, recently, at the Devonshire Club, London, to the Chancellor of the Exchequer. The life of Lloyd George is about to be published in four volumes by the Waverley Book Company, and the dinner was given to celebrate the completion of the first volume. The health of the Chancellor of the Exchequer was proposed by Sir Clarence Smith, and Sir Malcolm Morris gave the toast of the writer of the biography, J. Hugh Edwards, M.P. Lloyd George, in his reply, spoke very enthusiastically of the service rendered to the cause of popular education by the house of Cassell, with which the Waverley Book Company is associated. He also spoke in terms of warm praise of the work done by Mr. Spurgeon, first as a parliamentary journalist, and later in "the higher and better sphere" of general manager of Cassell's. The health of the chairman was proposed by Sir Brynmor Jones, K.C., M.P., chairman of the Welsh Parliamentary party, and supported by Sir Alfred Mond, M.P., and Hall Caine. All the speakers, by the way, heartily congratulated Mr. Spurgeon on Cassell's increasing prosperity.

PERIODICAL NOTES.

The *Journal* of the American Institute of Architects will be shortly changed from a quarterly to a monthly publication.

Current Literature announces, in its November issue, that, beginning with January, it will change its name to *Current Opinion*.

To keep its 10,000 members in touch with its work in the field of preventive philanthropy in New York State, the State Charities Aid Association has begun the publication of a monthly newspaper, the *State Charities Aid Association News*. The first issue is a well-illustrated eight-page, three-column tabloid journal. It follows closely the newspaper style in everything but size. There is no subscription price, and the association wishes to place the bulletin not only in the hands of all its members, but of everyone in the State who is interested in the work.

LITERARY AND TRADE NOTES.

The notable book of the Stewart & Kidd Co. this fall is Archibald Henderson's "George Bernard Shaw: His Life and Works," a critical biography, authorized, with 35 illustrations in color, photogravure and half-tone.

Thomas Nelson & Sons have added to their *New Century Library* the works of Robert Louis Stevenson in six volumes. These books, pocket size, on India paper, boxed and with frontispiece, are sold in sets or single volumes.

Students of the American language will be interested in Richard H. Thornton's "An American Glossary," a dictionary of nearly 14,000 Americanisms, arranged according to their dates, and giving their origin and various meanings. J. B. Lippincott Co. are the publishers.

Mark Twain once said that pious books generally sold the best. Alphonse Daudet received $200,000 for "Sapho"; Victor Hugo, $100,000 for "Les Miserables"; Robert Louis Stevenson, $7.50 a column for "Treasure Island," and Dwight L. Moody, $1,000,000 for a hymn book.

Father Bernard Vaughan, the Jesuit missionary and lecturer, whose series of attacks on Socialism last spring will be remembered, is the author of a book on that subject, entitled "Socialism from the Christian Standpoint," which the Macmillan Company is to publish this month.

George Murray, who died in 1910, was for many years literary editor of the Montreal *Star*. His poems, now presented by a fellow poet, John Reade, include translations from

Hugo, de Musset, de Nerval and other French poets, all in carefully prepared versions. E. G. O'Connor, of Montreal, is the publisher.

By T. D. 30,287, books issued by the Austrian government for the purpose of informing the traveling public as to the cities, towns and scenery along the imperial royal state railways, owned and operated by it, were held free of duty under paragraph 517 as "public documents issued by foreign governments."

"Why does he want to leave his father's farm and go to the city?" is the question beneath the picture of a country boy, the frontispiece of George Walter Fiske's new book, "The Challenge of the Country." This study of country life opportunity, a subject of great interest, comes from the Association Press.

"Mr. Achilles," the latest book by Jeannette Lee, which has been published serially in the *Outlook*, and recently brought out in book form by Dodd, Mead & Company, is to be published shortly in an edition for the blind. Mrs. Lee's well-known stories, "Uncle William" and "Happy Island," have also been brought out in this way.

"Broken Arcs," by Darrell Figgis, a novel of modern life, with psychological interest, has just been published by Mitchell Kennerley. Edwin Björkman's "Gleams; a Fragmentary Interpretation of Man and His World," from the same house, is a collection of truths concisely expressed, covering almost every phase of human life.

The following new Doran publications are obviously designed and suitable for the holiday season, both in subject and format: "The Adventures of Kitty Cobb," by the artist-author, James Montgomery Flagg; and "A History of France," by H. E. Marshall, author of "Scotland's Story," etc., with striking illustrations in color by A. C. Michael.

The John Lane Company published yesterday "Hoffman's Chance," a story of the stage, by William Caine; "History of the Philharmonic Society of England," by Myles B. Foster; and "Tapestries: Their Origin, History and Renaissance," including reproductions from the collections of France, Spain, Austria, Sweden and other countries.

Pacifism, which a few decades ago was a mere theory, has of late unfolded into a true science. Mrs. Lucia A. Mead's reputation and ability as an investigator in the science places her new work, "Swords and Plowshares," in the list of authentic text-books. This, and Julius Moritzen's "The Peace Movement of America," will be published at once by G. P. Putnam's Sons.

Henry Holt & Company have word from William Heinemann that M. Rolland is just finishing his "Jean-Christophe." The concluding volume of the American edition, which will be issued simultaneously with Mr. Heinemann's last one of the English—by February 15, it is hoped—will contain the last three volumes of the book—"The Friends," "The Burning Bush," and "Journey's End."

Robert Ames Bennet's latest story deals with the subject of alternate personality. The heroine of "Which One?" (A. C. McClurg & Co.) is a fascinating girl, subject to that strange malady of the mind by which the normal memory is periodically eclipsed, and another personality appears to inhabit the body, who promised marriage to a young man in one phase of her malady and eloped with another man in another phase.

Edmund J. Sullivan, the well-known English illustrator, has had the courage to attack Shakespeare, and the results are embodied in a three-volume edition, which is published by E. P. Dutton & Co, both in cloth and in Bedford morocco. The volumes contain thirty-nine of Mr. Sullivan's designs in photogravure; the text is the celebrated "Cambridge" text, and each volume has a glossary of obsolete words and phrases.

All ready for 1913, the Barse & Hopkins calendar line include calendars on "Golden Thoughts" and "New Thought," a "Calendar of Love," a "Nature Calendar," the "Cardinal's Calendar," and the "Calendar of the Brighter Side." Each contains fifty-four pages of very carefully selected mottoes, hand-lettered, with different border designs for every page. Each is boxed, and has a cover of art paper engrossed in two colors and gold.

Among the Doubleday, Page & Co. books that will have a strong appeal for boys this season is Ernest Thompson Seton's new volume, "The Book of Woodcraft and Indian Lore." Mr. Seton, as usual, has illustrated his book profusely with his own characteristic drawings. The work is being made uniform with "Rolf in the Woods" and "Two Little Savages," and together they form a trilogy of out-door lore for boys of all ages that could hardly be duplicated.

The "best sellers" in Australia in September, we note (in the Australian *Bookfellow*) were "Grit Lawless," "Just and the Unjust," "Street Called Straight," "Fran," "Winning of Barbara Worth," "Hoosier Chronicle," "Japonette," "Rhodesian," "Girl of the Limberlost," "Ne'er-do-Well," "Mrs. Ames," "Queed," "Glory of Clementina," "Halcyone," "Dr. Tuppy," "She Buildeth Her House," and "Riders of the Purple Sage." It is worth remarking that all but six of these are American. Two of those six seems to be quite unknown here.

Miss Nina D. Gregory last week began an action in the New York State Supreme Court to prevent Mrs. Belle Beach Bain, horsewoman and riding instructor, and Charles Scribner's Sons from issuing further editions of the book, "Riding and Driving for Women." Miss Gregory says she acquired the rights to the book from the late A. E. Ashbrook, editor of *Bit and Spur*, and advanced $1500 toward the expenses of publication. Mrs. Bain, it is alleged, entered into a contract with the pub-

lishers without the consent of Miss Gregory. Miss Gregory also asks for an accounting.

In Harry W. Van Dyke's "Through South America," each country is taken up in turn, and its scenery, cities, people, social life and industrial, economic and commercial aspects described. Trade relations between North and South America are emphasized. "A Valiant Woman," by M. F., author of "The Journal of a Recluse," is another Crowell publication of the week. It discusses such educational problems as the unfortunate literary instruction in many schools, the right and wrong methods of acquiring foreign languages, and the present-day perversion of educational methods for children.

The November publications of the Yale University Press (New Haven, Conn.) include the following list of titles: "The Moriartys of Yale," by Norris Osborn; "A Journey to Ohio in 1810," edited by Prof. Max Farrand, the first volume in the *Yale Series of Historical Manuscripts;* "Greek Refinements," by William Henry Goodyear; the sixth volume of *Yale Biographies and Annals* (1805-1815), compiled by Prof. F. B. Dexter; "The Index Verborum Catullianus," by Prof. Monroe N. Wetmore, of Williams; and "Personal Names from Cuneiform Inscriptions of the Cassite Period," by Prof. Albert T. Clay.

The grown-ups must be catered to during a large part of the year, but the little ones must have their innings at this season, of all times. The Bobbs-Merrill Company are cooperating with Santa Claus by publishing "Live Dolls in Wonderland," Josephine Scribner Gates' little girl book for 1912; and "The Wonderful Bed," by Gertrude Knevels. The former book is a continuation of the *Live Dolls Series,* which stands high in the affections of all little girls. "The Wonderful Bed" is the story of three children and a cat, who all pile into a big four-poster at Aunt Jane's, and are forthwith started on a series of fascinating adventures.

Some time ago it was announced by "To M. L. G.'s" enterprising publishers that the anonymous actress-author of that book had, by it won back the unknown "M. L. G.," and that they were to be married in Spain on October 8. The publishers of "To M. L. G." now vouchsafe that they had no word after the marriage till October 18, when they received a package containing a bit of wedding cake, with no message beyond the words, "To the publishers of "To M. L. G.'" With this package—so runs their news note—was another box of wedding cake appropriately addressed to the critic of *Everybody's Magazine,* whose review of "To M. L. G." is said to have first called the attention of M. L. G. to the book.

Houghton Mifflin Company announce the following publications to be ready on November 23: "The Children's Reading," by Frances J. Olcott; new illustrated editions of "The Gorgon's Head" and "The Golden Touch," by Nathaniel Hawthorne; Volumes VII. and VIII. of Emerson's Journals; "The Rhodes Scholarships," by George R. Parkin; "The Masters of Modern French Criticism," by Irving Babbitt; "Italy in the Thirteenth Century," by Henry D. Sedgwick; poems of Frederick and Mary Palmer; "The Engravings of William Blake; A Critical Study, together with a Catalogue Raisonné," by Archibald G. B. Russell; and a Riverside Press edition of Charles Lamb's essay, "Old China."

Charles Scribner's Sons' November importations include "Tragic Episodes of the French Revolution in Brittany," by G. Le Notre; "The Art of Holding Violin and Bow," by A. B. Crosby; "The Old Colleges of Oxford," by Aymer Vallance; "The Love Affairs of the Condés, 1530-1740," by H. Noel Williams; "The New Life of Byron," by Ethel Colburn Mayne; "German Memories," by Sidney Whitman, at one time correspondent for the New York *Herald* and author of several works on Germany; "A Princess of the Italian Reformation," the life of Giulia Gonzaga, by Christopher Hare; "Design," by R. G. Halton; "Rome," by H. T. Inman, studying Rome from its existing monuments; "The Value of Old Violins," by E. Polonaski; and "How to Repair Violins," by Alfred F. Common.

BUSINESS NOTES.

Middletown, N. Y.—Stanley G. Shimer, junior member of the Hanford & Horton Co., booksellers and stationers, has purchased the stock of DeWitt S. Horton, senior member of the firm. The firm will still continue business as a stock company, using the firm name of the Hanford & Horton Co. Mr. Shimer will retain the corps of assistants, who have helped make the business what it is.

Muskogee, Okla.—The R. M. Jones Co., booksellers and stationers, are in voluntary bankruptcy.

New Haven, Conn.—A new book and stationery store, under the name of Beebe & Phillips, Inc., has been opened at 189 Church St. Mr. Beebe was for a number of years with the E. P. Judd Co.

Philadelphia, Pa.—Joseph McVey, the Arch Street bookseller, desires to inform the trade that the recent sale of his stock to Frederick Loeser was in part only, and he has in no sense retired from the book business. Hereafter, however, he will specialize in legal, medical, educational and scientific books.

Seattle, Wash.—L. I. Hood, who has been with the Vroman Book Store, Pasadena, Cal., has gone to Seattle, Wash., where he will take charge of a large book and stationery store. Mr. Hood has many friends in Pasadena who wish him success in his new field.

Troy, N. Y.—Among the concerns that suffered losses as a result of a fire here on Wednesday of last week, was T. V. Davidson & Co., booksellers and stationers, whose loss is estimated at $1500.

Youngstown, O.—Weil-Hartzell Co. school booksellers, are in involuntary bankruptcy.

VISITING BUYERS—NEW YORK CITY.

For the Week Ending Nov. 13, 1912.

W. H. Buzzell and Mr. Marse, of the Boston Store, North Adams, Mass.
W. H. Wranck, representing J. P. Bell Co., Inc., Lynchburg, Va.
J. B. Foster, of Newark, N. J.
William Freeman and Mr. Halley, representing William Freeman, Norfolk, Va.
Mr. Munger, representing John Schoonmaker & Son, Newburgh, N. Y.
Mr. Deane, of the Sheehan Deane Co., Elmira, N. Y.
S. Nye, representing S. Kann Sons & Co., Washington, D. C.

PICK-UPS.

Boy in charge of bookstall (to old gentleman who has been perusing a volume without any signs of purchasing).—"Would yer like a bit o' carpet ter stand on while yer read all the books? It's very cold."

QUOTED FROM A RECENT BONA FIDE "BOOKS WANTED" ADV. OF THE PUBLISHERS' WEEKLY.

Wanted:
Stone Wall Jackson. By his wife.

AUCTION SALES.

November 19 and 20, 2:30 p.m. and 10:30 a.m. and 2:30 p.m.—Rare American history, the library of the late Willis Gaylord Moore and of a well-known Philadelphian collector, embracing state, county and town history, Indian history, genealogies, first editions. (No. 1072; 817 lots.)—*Freeman-Henkels.*

November 21 and 22, 10:30 a.m.—Old books and pamphlets with a few important western manuscripts. (No. 483; 841 lots.)—*Merwin-Clayton.*

November 25, 26, 27, 10:30 a.m.—A choice collection of Americana. (No. 484; 1054 lots.) —*Merwin-Clayton.*

November 29, 10:30 a.m.—Rare and desirable books, comprising association and presentation copies; first editions of esteemed American and English authors; books from the libraries of Longfellow and Lowell, etc. (No. 485; 319 lots.)—*Merwin-Clayton.*

December 6 and 7, 2:30 and 8 p.m. and 10:30 a.m.—The extraordinary collection of autograph letters belonging to the late Hon. Elliot Danforth, late treasurer of the State of New York. (No. 1074; 991 titles.)—*Freeman-Henkels.*

BIBLIOGRAPHIC NOTES.

CATALOGUES OF NEW AND SECOND-HAND BOOKS.

Browne & Browne, Newcastle-on-Tyne, Eng., 103 Grey St. The Newcastle catalog of second-hand books. (No. 104; 1168 titles.)

Burgersdijk & Niermans, Leiden, Nieuwsteeg 1. Geschriften, Dichtstukken, Muziekstukken, Portretten, Gedenkplaten Enz. over de Herstellung in 1813 en Waterloo Benevens de Herdenkingen in 1863 en 1865. (No. 9; 623 titles.)

Arthur H. Clark Co., Cleveland, O., Caxton Building. A catalog of Americana recently purchased here or selected in Europe, including books on the Arctic regions, California, the Indians, Canada, Civil War, etc. (No. 44.)

Henry Gray, London, 1 Churchfield Road East, Acton. Gray's catalog of Americana, consisting of books, periodicals, pamphlets, maps, etc., relating to or printed in North, South, Central and British America, the United States, etc. (No. 10.)

Charles Higham & Son, London, E. C., 27a Farringdon St. The library of an eminent London preacher, with selections from the libraries of other clergymen, ministers and reviewers, supplemented by advertisement of important books. (No. 514; 1510 titles.)

Walter M. Hill, Chicago, 22 E. Washington St. Catalog of English dramatic literature. (No. 43; 123 titles.)

H. R. Huntting Co., Springfield, Mass. Catalog of standard sets and reference works and miscellaneous books; a list of standard juveniles in durable re-inforced and completely resewed bindings.

W. Junk, Berlin W. 15, Kurfürstendamm 201. Lepidoptera. (No. 44; 57 titles.)

John Knox's House and Mowbray House, Edinburgh, High St. First catalog detailing some of the many interesting items for sale at cash prices by Old Edinburgh Arts and Crafts. (No. 1; 256 titles.)

Otto Lange, Florence, 132 Via di Serragli. Biblioteca Americana. Pt. I., Periodicals, general history, United States, Canada, voyages, cartography. (No. 25; 1301 titles.)

Charles E. Lauriat Co., Boston, 385 Washington St. Fall book bargains for season of 1912; new and standard English books at bargain prices. (411 titles.)

—— Lauriat's Boston book notes. (No. 6; 87 titles.)

Luzac & Co., London, W. C., 46 Great Russell St. Oriental list and book review. (Nos. 7-8.)

—— Oriental religion and philosophy (including Buddhism. (No. 10; 364 titles.)

Joseph McDonough Co., Albany, N. Y., 73 Hudson Ave. Monthly catalog of rare and fine books, including Americana and miscellaneous: art, coins, drama, biography, history, poetry, etc. (No. 290; 5963 titles.)

Maggs Bros., London, W. C., 109 Strand. Autograph letters, manuscripts, etc. (No. 299; 4244 titles.)

—— An illustrated catalog of rare and beautiful books. (No. 298; 273 titles.)

Henry Malkan, New York City, 42 Broadway. Standard sets at clearance prices.

Noah Farnham Morrison, Elizabeth, N. J., 314 West Jersey St. Books relating to Columbus, Henry Clay, Congress, the Constitution, States of Kansas, Kentucky, Louisiana, Maine, Maryland, and a collection of general literature. (No. 130; 1343 titles.)

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

Adams, W. Dacres. A book of beggars. Phil., Lippincott. no paging. col. pls. F. bds., $1.25 n.

Full-page plates in color, each representing a beggar in some walk of life. There is the gipsy, the crossing sweeper, the "Little Sister of the Poor," the Salvation Army, the hawker, the begging letter writer, the politician, the charity bazaar, etc.

Ade, G: Knocking the neighbors; il. by Alb. Leverin. Garden City, N. Y., Doubleday, Page. c. '11-'12.. 229 p. D. $1 n.

Contents: The roystering blades; The flat-dweller; The advantage of a good thing; The common carrier; The heir and the heiress; The undecided bachelors; The wonderful meal of vittles; The galloping pilgrim; The progressive pilgrim, etc. A series of very amusing short stories with a moral attached.

Adler, Alphonse A. The theory of engineering drawing. N. Y., Van Nostrand. c. 15+312 p. figs. O. $2 n.

By instructor in mechanical drawing and designing, Polytechnic Institute, Brooklyn, N. Y.

Aesop. Aesop's fables; a new translation by S. Vernon Jones; with an introd. by G. F. Chesterton and il. by Arth. Rackham. Garden City, N. Y., Doubleday, Page. 29+223 p. O. $1.50 n.

The illustrations in black and white and those in color make this a handsome gift-book, and one that should appeal to little folk.

Allen, Lewis. Indian fairy tales. Bost., J. W. Luce & Co. c. 206 p. D. $1 n.

These tales from the folk-lore of the Indians were not regarded as fairy tales, but as the absolute truth, and were very generally believed by them long after the white men came. *Contents:* The raven; Mish-Queey Enin; The broken moon; Nimmo, the trap maker; Sweet water; Tau Kesuk; Pond lilies; Chief Xat; Beaver and the porcupine; Wonogquos; Red Dog; Moon path, etc.

"Aurora," pseud. Jock Scott, midshipman; his log. N. Y., Longmans. 9+306 p. D. $1.40 n.

Written by a British naval officer still in active service. It recounts the life of a midshipman from his first joining his ship after leaving the training-ship at Dartmouth. The daily life both at sea and in port is described as seen by the boy with a boy's eyes, giving a good picture of English navy life.

Baltimore; its history and its people; by various contributors. N. Y., Lewis Pub. 3 v. pors. maps (1 fold.), plan, coat of arms, 4°, $25.

Barbour, Clarence A:, D.D., ed. Making religion efficient. N. Y., Assn. Press. c. 271 p. (42 p. bibl.) D. $1.

Designed both to preserve the history and to conserve the message of the Men and Religion Forward Movement. For the most part it is the work of members of the teams of specialists who were engaged in campaigns in sixty cities between October 1, 1912, and May 12, 1912. *Contents:* The dream come true; Boys' work; Bible study; Evangelism; Community extension; Mission; Social service; Men and religious survey charts.

Barclay, Mrs. Florence Louisa Charlesworth. The upas tree; a Christmas story for all the year. N. Y., Putnam. c. 287 p. D. $1 n.

Ronald West, a novelist, decides that he must go to Central Africa to get the local color for his next story. His wife does not go with him, though she does not tell him her true reason for remaining home. West is gone seven months, and on his way home buys a 'cello and makes a visit to Aubrey Treherne, his wife's cousin, both of which happenings have a tremendous influence on his life. His wife writes to him telling him of the birth of their son, but he does not receive the letter, and when he returns home he of course does not say anything about the child. Treherne has planted seeds of doubt in his cousin's mind, and she resents her husband's silence. West has been poisoned by the upas tree in Africa, so that with a weird psychic experience to further complicate matters and his desperate illness there are weeks of unhappiness before all ends well.

Barse, Mrs. Mary Emma Salisbury, ["Mary E. Blair," pseud.] Games for Hallowe'en. N. Y., Barse & Hopkins. c. 2+7-60 p. 16°, 35 c.

Base, Dan. Elements of vegetable histology; for the use of students of pharmacy, preparatory to the study of pharmacognosy; with 65 illustrations. 3d ed., rev. and enl. Balt., [The author.] c. 144 p. diagrs. 8°, $1.50.

Bendix, Ludwig. The Aldrich plan in the light of modern banking. N. Y., R. R. Johnston, [1261 Broadway.] c. 227 p. O. $2.

Aldrich plan endeavors to maintain the characteristic development of the American system, namely, decentralized banks, while at the same time it seeks to give the United States the benefits which European countries derive from central banking, achieving this through the co-operative activity of existing institutions, and by means of an agency organized by them and largely under their control. Book discusses this plan and considers in detail to what extent the plan meets the country's needs. Appendixes give the bill, a suggested plan, etc. Index.

Bennett, Rob. Jos. Key to bookkeeping and accounting exercises. Part 2. N. Y., Am. Book Co. c. 171 p. D. 75 c.

Bergson, Henri Louis. The introduction to a new philosophy; introduction à la metaphysique. Bost., J. W. Luce & Co. c. 108 p. front. D. $1 n.

Essay presenting statement of the fundamental principles on which author rests his philosophic system.

Bignell, Mrs. Effie Molt. Saint Anne of the Mountains; the story of a summer in a Canadian pilgrim village. Bost., Badger. c. 215 p. pls. D. $1.25 n.

Account of an unspoiled French Canadian village on the lower St. Lawrence, ninety miles from a railroad.

Björkman, Edn. Gleams; a fragmentary interpretation of man and his world. N. Y., Kennerley. c. 93 p. D. 75 c. n.

Brief, concise statements, often only two or three

lines, voicing the author's conception of all existence as a never-ending experimental advance toward more and more perfect embodiments of the life-spark within.

Bogart, Ernest Ludlow. The economic history of the United States. 2d ed. N. Y., Longmans. c. '07-'12. 15+597 p. il. maps, D. $1.75.

Bradley, A. G. The gateway of Scotland; or, East Lothian, Lammermoor and the Merse; il. with 8 coloured plates and numerous line drawings by A. L. Collins. Bost., Houghton Mifflin. 10+451 p. O. $4 n.

Picturesque and informing account of those charming parts of England, Midlothian, Lammermoor and the Merse, which constitute, as the author implies in the title, the gateway of Scotland. The book is lavishly illustrated with more than two score line drawings and eight full pages in color, making an attractive holiday travel book. Index.

Bradley, Rose M. The English housewife in the seventeenth and eighteenth centuries. N. Y., [Longmans.] 11+336 p. pls. pors. O. $3.50 n.

Traces the domestic life of the English lady from a period shortly before the outbreak of the Civil War until the accession of Queen Victoria. Pictures are given of her immediate surroundings, her domestic duties, her occupations, expenses and pleasures. Index.

Brooks, Sydney. Aspects of the Irish question. Bost., J. W. Luce & Co. 255 p. D. $1.50 n.

Beginning with a review of the past, a general survey and a chapter on the country and its problems, author then discusses the new elements, the farmer and the future, the last chance of the Irish gentry, the church and the "religious" issue, and politics and the Home Rule bill, from the viewpoint of a believer in Ireland's independence.

Brown, Alice. The secret of the clan; il. by Sarah K. Smith. N. Y., Macmillan. c. 9+314 p. D. $1.25 n.

Three orphan sisters let the girl cousin who comes to visit them join their "Indian tribe," which requires members to do all the things they are most afraid of. The most timid girl disappears, and spends the night shut up in the State House. The tribe oath forbids their telling their grandmother and uncle where she was, and she narrowly escapes being taken away by her strict other grandmother, who thinks the girls are being badly brought up. A delightful new governess who knows how to act guesses their secret, and later they discover that her secret is that she is the actress wife of their uncle.

Brown, Frederic Kenyon, ["Al Priddy," pseud.] Man or machine—which?; or, an interpretation of ideals at work in industry. Bost., Pilgrim. c. 9+111 p. D. 75 c. n.

Author has himself been a workingman, and knows the life of the laborer from actual experience. He believes that the time is coming, in fact, has already begun, when "idealism is to pay dividends. There is to be a reversal of the present fact, which reads, a thing economically may be right and yet humanely wrong." The success of the employer means success of the employe. The efficiency of the machine will bring higher efficiency from the operator, who will receive every conceivable precautionary safe-guard.

Buchanan, G: D. Biyonde cifrun (beyond zero). Bost., Buchanan & Co., '11. c. 64 p. il. D. bds., $1.

Author holds that "the present life is full of demands and is the one that concerns just now. He who spends it in doing the right need have no fears concerning what lies beyond. He who wastes it in dreaming of what awaits him after it is all over is himself a zero here, and might as well move on and make room for better men."

Burbank, Luther. Works. In 12 v. Santa Rosa, Cal., Luther Burbank Soc. col. pls. O. leath. (Gratis to members.)

Aim of society which publishes these volumes is to assist in compiling and placing minute information upon Mr. Burbank's methods at a nominal cost, in the hands of the many who are in need of it, to make their soil-tilling less sordid, more absorbing and more lucrative.

Burstall, F. W. The energy-diagram for gas. N. Y., Van Nostrand. 20 p. O. fold. diagr. in pocket, $1.50 n.; diagram sold separately, $1 n.

Byron, G: Gordon Noel, Lord. Poetical works of Lord Byron; containing only those poems which time has proven immortal. N. Y., Clover Press, Inc. c. 341 p. por. O. $2.75; shp., $3.50; de luxe shp., $4.75; de luxe mor., $8.50.

Campbell, Rev. Reginald J: The ladder of Christ and other sermons. Bost., Pilgrim. c. 262 p. D. $1.25 n.

Contents: The ladder of Christ; Conquering prayer; The eagle's young; The elder brother; The hidden God; A world without God; The nature of divine Fatherhood; God pursuing the soul; The passing of pain; Christian world-view; The sense of the eternal; The poor in spirit, etc.

Castle, Mrs. Agnes Sweetman and Egerton. The lure of life. Garden City, N. Y., Doubleday, Page. c. 426 p. D. $1.30 n.

Story of a young scholar, immersed in books, who suddenly finds himself, through a turn of fortune, master of a great English estate. With this new life before him he wakes to the fact that there are currents and whirlpools of feeling in him that he had never imagined. How two women affect his life, the one full of subtle sympathy and refinement, the other challenging with rude health and out-door gaucheries, is a tale full of passion and color.

Cawein, Madison. The poet, the fool and the faeries; [poems.] Bost., Small, Maynard. c. 12+259 p. D. $1.50 n.

Chamberlain, Lawrence. The work of the bond house. N. Y., Moody's Mag. Bk. Dept. c. 157 p. D. $1.35.

Channon, Fk. Ernest. The Stalwarts; how Oxford students stood for Protestantism. N. Y., Am. Tract Soc. c. 162 p. D. 50 c. n.

Story of a band of Oxford students who rebelled against Queen Mary and Catholicism and who helped to place Elizabeth securely on the throne of England.

Coates, Mrs. Florence Earle. The unconquered air, and other poems. Bost., Houghton Mifflin. c. 10+112 p. D. $1.25 n.

Cochran, Jerome. A treatise on cement specifications; including the general use, purchase, storage, inspection, and test requirements of Portland, natural puzzolan (slag) and silica (sand) cement, and methods of testing and analysis of Portland cement. N. Y., Van Nostrand. c. 12+101 p. O. $1 n.

Coester, Alfr. A Spanish grammar; with practical introductory lessons. Bost., Ginn. c. 6+334 p. D. $1.25.

Collins, Jos., M.D. Sleep and the sleepless; simple rules for overcoming insomnia. N. Y., Sturgis & Walton. c. 129 p. D. $1 n.

Practical book by one of the staff of the Neuro-

logical Institute of New York, aiming to tell sleepless people just what should be done in the way of diet, exercise, baths, dress, diversion, and indeed the whole daily regimen, to capture sleep. It recommends what each can do for himself, without the aid of nurse or doctor, to cure insomnia.

Connolly, Jane. Old days and ways. N. Y., [Longmans.] 8+304 p. D. $1.70 n.
Family legends and childhood remembrances of odd and unusual people, mostly in Woolwich, England, in the early Victorian era.

Coolidge, Herb. Pancho McClish; with il. by J. N. Marchand. Chic., McClurg. c. 341 p. D. $1.25 n.
McClish and his young son Pancho are itinerant horse traders and breakers, and this story of their wanderings and adventures through Texas, Arizona and California is told by "The Scholar," a runaway orphan whom they picked up in New Orleans and adopted into their moving household. In California the outfit is joined by another horse trader, but one who is dishonest and an all-round bad man, and by a typical cowboy. Characters are different from those usually met with in western tales, and they are described with an insight, humor and sympathy that argue them to be drawn from life.

Curtin, Jeremiah. Myths of the Modocs. Bost., Little, Brown. c. 12+389 p. O. $3 n.
Modoc Indians of North America originally inhabited the valley of Lost River, Oregon, and the country adjacent to the shores of Little Klamath Lake and Tula Lake, which in main lies within the boundaries of Colorado. This country includes the famous lava beds. The Modocs believe the country was created especially for them, and in their traditions each smallest section has its legends. Each rock, each kind of tree and flower and animal has a personality, and is believed to be a transformation from some very different object. These Modoc myths have been handed down by word of mouth for generations, and were all told to Mr. Curtin by members of the Modoc tribe, now quartered on their reservation in Indian Territory.

Curtiss, Glenn H., and Post, A: The Curtiss aviation book; with chapters by Paul W. Beck and others; with numerous il. from photographs. N. Y., Stokes. c. 10+307 p. D. $1.35 n.
Besides a full view of American aviation and aeroplanes, gives the intimate life story of Curtiss himself. Tells how, as a boy, he tied vines to buy shoes, and worked as a messenger in a kodak factory; how he made his first reputation by building and racing motor cycles, how Alexander Graham Bell, J. A. D. McCurdy, and he experimented with aeroplanes before the Wrights had flown, and gives the real story of his great Rheims and Hudson flights. Capt. Paul Beck, the famous army flier, adds a chapter on the future of the aeroplane in war, and Lieut. Ellyson of the navy tells how Curtiss trained the army and navy fliers at San Diego.

Dawson, Mayone, ["Mary Dale," pseud.] Bottled sunshine. N. Y., The Bookery. c. 140 p. front. D. $1.

Dier, J. C., ed. A book of winter sports; an attempt to catch the spirit of the keen joys of the winter season. N. Y., Macmillan. c. 10+351 p. pls. D. $1.50 n.
Under such heads as Snow-shoe sport; Ski-running; Jumping; Tobogganing; Sleighing; Ice-yachting; Curling; Skating; Ice-hockeying, and other ice and snow sports are collected articles which taken together comprise a survey of the outdoor games and sports of the winter season in many places. Index.

Dimock, Anthony Weston. Be prepared; or, the boy scouts in Florida; with 8 halftone il. from photographs by J. A. Dimock. N. Y., Stokes. c. 5+233 p. D. $1.
"Be prepared" is the official slogan of the Boy Scouts. Book tells how two scouts, camping in Florida, lost their supplies and made their way across the wilds by their own ingenuity and the use of Boy Scout methods.

Dwight, Marg. Van Horn. A journey to Ohio in 1810; as recorded in the journal of Margaret Dwight Van Horn; ed., with an introd., by Max Farrand. New Haven, Ct., Yale Univ. c. 6+64 p. O. $1.
Author, a lively girl of seventeen, traveled by wagon from New Haven to Ohio, and wrote this account to her cousin.

Dwyer, Ja. Fs. The bust of Lincoln. Garden City, N. Y., Doubleday, Page. c. 73 p. front. nar. S. 50 c. n.
Appeared first in a magazine. A Boy, a Maid and the Miser of Greeley Square are the actors, but a bust of Lincoln plays an important part when, by falling from a window it almost hits the miser on the head, and leads to his meeting with the other two and having his hard heart melted by the sight of their youth and love.

Edwards, G: Wharton. Marken and its people; being some account written from time to time both during and after visits covering some considerable space of time upon this most curious and comparatively unknown island; unknown in spite of the fact that thousands of tourists visit it each year, but of the character or the life of these strange people they know little or nothing; now set forth and pictured. N. Y., Moffat, Yard. c. 182 p. O. $3 n.
Author has spent a good deal of time on Marken, the island in the Zuyder Zee, whose inhabitants are so different from the rest of the Hollanders. Customs and costumes are most interesting and we read here of both, besides having Mr. Edwards' illustrations to help us form vivid pictures of these people.

Ellis, E: Sylvester. High twelve; a sequel to Low twelve "by their deeds ye shall know them"; a series of striking and truthful incidents illustrative of the fidelity of freemasons to one another in times of distress and danger. N. Y., Macoy Pub. & Masonic Supply Co., 45 John St. c. 268 p. pls. O. $1.50.
Short stories giving incidents in the lives of various freemasons in distress.

Eucken, Rudolf Christof. Back to religion. Bost., Pilgrim. c. 31 p. por. D. bds., $1.35 n.
Essay showing that the modern age is becoming dissatisfied with its purely material success, and is turning for inspiration to religion.

Ewing, Ruth, and Trott, Josephine. The book of the beastie; il. from original photographs. Highland Park, Ill., Forest Press. c. 249 p. il. O. 75 c. n.
Stories of all kinds of animals designed to teach children to be kind to dumb beasts.

Fagan, Ja. Octavius. The autobiography of an individualist. Bost., Houghton Mifflin. c. 290 p. D. $1.25 n.
Author was born in Scotland, went to South America and South Africa for a time, came to Boston in 1881, and has been a railroad switch-tower man for years, also writing stories and studies of railroad problems, particularly accidents. Index.

Farnol, Jeffery. The broad highway; il. with 24 plates in color from drawings by C. E. Brock. Bost., Little, Brown, '11. c. 518 p. O. $3 n.
Handsomely bound and illustrated holiday edition.

Figgis, Darrell. Broken arcs. N. Y., Kennerley. c. 430 p. D. $1.35 n.

Rose Foggety, daughter of a father who had faith in the Lord for all things, even the care of his unsophisticated child, goes to a small neighboring town to act as nursemaid to two children. While returning from a weekly visit to her home one Sunday she meets Richard Webber, who turns out to be the villain in the story. She is turned out by her pious father, but finds a home with Mr. and Mrs. Bradley, and things run smoothly until Harry Derril falls in love with her, and is disinherited in consequence. From the time Harry goes to the city and begins a journalistic career various complications arise, both in his love affair with Rose and in his business career, all of which come to a happy ending, however. Rose's little son, Jim, plays a pathetic part in the tale.

Finlay-Johnson, Harriet. The dramatic method of teaching; ed. by Ellen M. Cyr. Bost., Ginn. c. 12+199 p. D. $1.

Account of actual experiences in letting children in an English school learn history, literature, geography, arithmetic, composition, nature study, and manual work by means of plays composed by themselves. Index.

Fisher, Mary, ["M. F.," pseud.] A valiant woman; a contribution to the educational problem. N. Y., Crowell. c. 13+303 p. D. $1 n.

Among the subjects which claim attention are the kindergarten movement and wherein it is lacking, with special paragraphs on Rousseau, Pestalozzi, Froebel and Mme. Montessori; the modern system of English study, with a much-needed criticism of the kill-joy analysis and dissection of the masterpieces of our language; the acquisition of foreign tongues by young Americans; instruction in science; and the value of the study of history. Opportunity is taken for a frank discussion of Socialism, Woman Suffrage, the marriage question, the effects on the individual of heredity and environment, the joy of work for work's sake, and other vital matters. By author of "The journal of a recluse."

Fiske, G: Wa. The challenge of the country; a study of country life opportunity. N. Y., Assn. Press. c. 13+283 p. (6 p. bibl.) D. 75 c.; pap., 50 c.

Study of country life opportunity and analysis of various phases of the rural problems of America. *Contents:* Rural problem; Country life optimism; New rural civilization; Triumphs of scientific agriculture; Rural opportunities for social reconstruction; Education for country life; Rural Christian forces; Country life leadership.

Fleury, Paul. The preparation and uses of white zinc paints; tr. from the French by Donald Grant; with 32 tables. N. Y., Van Nostrand. 16+262 p. D. $2.50 n.

Foster, Herb. Darling, and Fay, Sidney Bradshaw. A syllabus of European history, 378-1900. 4th ed. pt. 1, 378-1600; pt. 2, 1600-1900. Hanover, N. H., E. P. Storrs. 95 p. D. 60 c.

Foulke, W: Dudley. Masterpieces of the masters of fiction. N. Y., Cosmopolitan Press. c. 268 p. D. $1.25 n.

Author has taken books that he read in his boyhood and in his early manhood, read them again when he has entered upon the age of riper wisdom. In this book he reviews those masterpieces only that must endure during all the future ages of man. A few of the authors whose works are reviewed are: Rabelais, Cervantes, Le Sage, Defoe, Swift, Fielding, Johnson, Sterne, Goldsmith, Goethe, Chateaubriand, Austen, Irving, Scott, Manzoni, Balzac, Dumas, Bronte, Dickens, Hawthorne, Thackeray, Feuillet, Flaubert, Hugo, Eliot, Blackmore, Merimee, Dostoyevsky, Stevenson, Von Scheffel.

Fox, Marion. The bountiful hour. N. Y., J: Lane. 320 p. front. D. $1.25, fixed.

Story of a girl's life in the final years of the eighteenth century, part of the scene being set in London in the days of the Prince Regent. The shadow which is cast across the plot is the outcome of a promise, given by Howard Littrell in his younger days to a woman of easy reputation, of whom he soon tired, but to whom he had passed his word that whilst she lived he would not marry. In later life he meets Charlotte Hume, with whom he falls in love. Finding the other woman still living, he brings the solving of the problem to the girl herself. The way in which Charlotte cuts the knot makes the story.

Gates, Mrs. Josephine Scribner. The live dolls in Wonderland; with il. by Virginia Keep. Indianapolis, Bobbs-Merrill. c. 4+148+2 p. O. $1.25.

Children of Cloverdale, with their Live Dolls, are spending the summer at the seashore. The queen appears and presents them with wooden boats in the shape of Holland shoes. The dolls have great fun sailing in them. One day the mothers leave the dolls playing about on the sand. The dolls climb into the boats and fall asleep and the tide carries them out to sea. Silver Bird guides them to an island where the Mother Goose folk dwell.

Gibbs, Charlotte Mitchell. Household textiles. Bost., Whitcomb & Barrows. c. 8+243 p. (5 p. bibl.) il. D. $1.25 n.

Book is written from the standpoint of the consumer rather than of the manufacturer. It aims to give better understanding of the market and to aid in the selection and use of textile fabrics. A chapter on the arts and crafts movement is given. Suggestions and references for a more extended study are given.

Glass, Montague Marsden. Elkan Lubliner, American. Garden City, N. Y., Doubleday, Page. c. '11-'12. 323 p. D. $1.20 n.

By the author of "Potash and Perlmutter," "Abe and Mauruss," etc. Book begins with the arrival of Elkan in this country as a youth from Russland who has come to the Land of Promise. He meets old friends, such as Messrs. Polatkin and Scheikowitz, in whose firm Elkan eventually becomes a partner.

Goldberg, Reuben Lucius. Chasing the blues. Garden City, N. Y., Doubleday, Page. c. no paging, il. obl. D. bds., 50 c. n.

Funny pictures and text by the artist whose cartoons are used by the New York *Mail*, Philadelphia *Inquirer*, San Antonio *Express* and San Francisco *Call*.

Graham, Tom. Hike and the aeroplane; with il. in 2 colors by Arth. Hutchins. N. Y., Stokes. c. 275 p. D. $1 n.

Hike Griffin discovered an inventor with an aeroplane with the greatest speed and stability ever known. How he flew across the continent, rescued refugees, escaped from kidnappers with the help of his chum and the War Department, saved a ranch from Mexican desperadoes, and underwent hazing for his exploits when he returned to school is all told.

Gray, Charlotte Elvira. The Jericho road. Cin., Jennings & G. c. 357 p. D. $1.25 n.

An unselfish stenographer goes through a series of trials with a sick room-mate, various employers who smoke, swear, and try to flirt with her, and a lover from whom she is parted by a jealous lie. Meanwhile she finds a home for two orphans, reunites a pair of lovers, and gets two young men to stop drinking. At last her lover finds her, and all ends merrily.

Greenaway, Kate. Kate Greenaway's birthday book for children: with verses by Mrs. Sale Barker. N. Y., Warne. 126 p. col. il. Ff. 60 c. n.

Kate Greenaway's painting book; with outlines from her various works for boys and girls to paint. N. Y., Warne. 60 p. O. 50 c. n.

Greig, J: Harold. The church and nonconformity. N. Y., Longmans. 11+252 p. D. $1 n.

Points out evils of disunion among Christian churches, and aims to discover just what are their differences, as a needful step towards the desired "unity in essentials, liberty in non-essentials." Author is Archdeacon of Worcester, Eng.

Grenfell, Sir Wilfred Thomason, M.D. What can Jesus Christ do with me? Bost., Pilgrim. c. 26 p. front. D. bds., 35 c. n.

Sequel to "What will you do with Jesus Christ?" Virile and practical aspect of Christianity is seen in this little volume addressed to Harvard students. Previously he asked "What will you do with Jesus Christ?" Now he asks "What would Jesus do with you?" The answer given in these pages is the secret of the useful Christian life, and it is direct and personal.

Gronow, Anna Talea Scherz. Jung deutschland. Bost., Ginn. c. 16+264 p. il. D. 90 c.

Presents as much simple idiomatic reading and as much grammar as an average student can cover during one year in high school. Author is in the School of Education, University of Chicago.

Gurley, W. and L. E. A manual of the principal instruments used in American engineering and surveying by W. & L. E. Gurley. 46th ed. Troy, N. Y., [The author.] c. 2+17-540 p. il. pls. (partly col.) pors. S. 50 c.

Hale, Louise Closser, [Mrs. Wa. Hale,] and Wa. Motor journeys. Chic., McClurg. c. 324 p. pls. O. $2 n.

Authors are successful actors, and besides Mrs. Hale has written "A motor car divorce," "The actress," etc., while Mr. Hale is a painter and etcher. The illustrations in this book are his, as well as the useful chapter on the cost of motoring abroad. Italy, Germany, France, Spain and Africa were visited in the journeys here described, with the romance, history, humorous incidents connected with the places seen.

Hamilton, Sir Ian Standish Monteith. A staff officer's scrapbook during the Russo-Japanese war; with maps and plans. New ed. N. Y., Longmans. 15+444 p. front. O. $2.10 n.

"Harland, Marion," pseud., [Mrs. Mary Virginia Hawes Terhune,] and Herrick, Mrs. Christine Terhune. The helping hand cook book; with a menu for every day in the year; together with numerous recipes. N. Y., Moffat, Yard. c. 16+340 p. O. $1.25 n.

Manual prepared carefully by two experienced housekeepers is meant to be more than a list of menus for family use. It is written especially for housekeepers of moderate means whose earnest desire to set palatable and nourishing food before those to whom they minister, is often thwarted by the necessity of keeping table expenses within a certain limit. Authors believe that next to cooking, the most important element in setting a good table is an agreeable variety of food, and they have aimed to supply this with each returning season.

Hart-Synnot, Major-General Arth. Fitz Roy. Letter of Major-General Fitz Roy Hart-Synnot; ed. by B. M. Hart-Synnot. N. Y., [Longmans.] 7+326 p. pors. O. $3.50 n.

Volume does not pretend to be a biography. The letters have been linked together with a brief notice of the events which took place in the intervals. *Contents:* En route for the gold coast; Abrakrampa; From the Prah to Coomassie; Zululand; Zulu campaign; Boer war of 1881; Source of the Tugela; Mahe; Egypt; Kasiasin; Tel-el-kebir; Boer war, 1899-1902, etc. Author won many honors in important campaigns in His Majesty's service.

Harvard Chapter of Phi Beta Kappa, Alpha of Massachusetts. Catalogue of the Harvard Chapter of the Phi Beta Kappa, Alpha of Massachusetts; with the constitution, the charter, extracts from the records, historical documents and notes. Cambridge, Mass., Harvard Chapter of Phi Beta Kappa. 211 p. O. bds., $1.50 n.

Hayes, Hiram Wallace. Douglas; il. by Edmonston. Wash., D. C., Howerton Press. c. 348 p. D. $1.25.

By author of "Paul Anthony, Christian," etc. Douglas is a newspaper man, who is haunted by the fear of death, because he has no religious belief. He plunges into all sorts of excesses in an endeavor to forget his fear, and in this morbid condition meets the newspaper editor who tells the story. They both go to Persia to write a book, and meet with thrilling adventures in the desert, where they rescue the daughter of an emir from robbers. The influence this girl has on Douglas' unbelief and his struggles against his haunting fear with his ultimate triumph. end the book.

Hidden anagrams. N. Y., Sturgis & W. c. 58 p. S. bds., 60 c. n.

Anagrams which are sufficiently puzzling to amuse those who delight in this sort of word game. They are in verse, blanks being left for the missing words, which in each case are to be filled in with words from different combinations of the same letters. There is a key to the answers.

Hill, Constance. Fanny Burney at the court of Queen Charlotte; with numerous il. by Ellen G. Hill, and reproductions of contemporary portraits. N. Y., J: Lane. 15+365 p. O. $5 n.

By author of two other books about Miss Burney, "The house in St. Martin's Street" and "Juniper Hall." New volume covers the years 1786-91 and so forms a link between them. The author has had the advantage of studying the "Diary and letters" in the original MSS., and of obtaining from its unpublished portions, as well as from other Burney MSS., much fresh material. She has also obtained interesting contemporary portraits and relics for reproduction. And besides the illustrator, who is author's sister, visited the various places where King George and Queen Charlotte stayed, when accompanied by Miss Burney, collecting material and making sketches. Index.

Hix, Melvin. The magic speech flower; or, little Luke and his animal friends. N. Y., Longmans. c. 173 p. il. D. 35 c.

Familiar stories for children retold so as to give added interest. For first and second grade pupils.

Hobart, Ja. Fs. Soft soldering; hard soldering and brazing; a practical treatise on tools, material and operations; for the use of metal workers, plumbers, tinners, mechanics and manufacturers; with 62 il. reproduced from original drawings. N. Y., Van Nostrand. c. 13+190 p. D. $1 n.

Hodge, G: B., and Main, Hubert Platt, eds. Quartettes and choruses for men's voices; sacred and social selections. N. Y., Assn. Press. c. 160 p. O. 45 c.

Hoenshel, Eli J. Progressive course in English. Teachers' manual. N. Y., Am. Book Co., '11. c. 89 p. D. 30 c.

Holland, Rupert Sargent, comp. Historic poems and ballads; described by Rupert S. Holland. Phil., Jacobs. c. 297 p. O. (Historic ser. for young people.) $1.50 n.

Object is to tell the story of many of the stirring scenes of history through famous poems and ballads and short descriptions of each event. Glossary of the more unusual words used in the poems, and an explanation of the names of persons and places are given at end of volume.

Hooton, Rev. W. S. The missionary campaign; its principles, methods, and problems. N. Y., Longmans. 9+188 p. D. $1 n.

Missions in this volume are not viewed historically, but are limited to the study of principles, methods and problems. The aim in view seems to require not so much a mass of details and statistics as an effort to group together some leading features of the complex organization of modern missionary work. Subject is approached from point of view of Church of England.

Horne, Herman Harrell. The leadership of Bible study groups. N. Y., Assn. Press. c. 4+62 p. D. 50 c.

Aims to train leaders of groups by suggesting practical pedagogical principles, and by emphasizing principle of activity in religious education. Author is professor of history of education and history of philosophy, New York University.

Howard, Arth. The man who bucked up; a fact story. Garden City, N. Y., Doubleday, Page. c. 279 p. D. $1 n.

The man who bucked up at the age of thirty-eight and in eighteen months owned a newspaper and was mayor of a town of forty thousand people tells his own true, frank story. Used to wealth and luxury, spending thousands of dollars a year in fashionable New York restaurants, a waster, disowned by his father, he pulled himself up by the boot-straps. In his story he gives real names and real places and real facts. This prodigal who went out and got his own fatted calf is Arthur Howard, and he is mayor of Salem, Mass.

Howard, Katharine. The book of the serpent. Bost., Sherman, French. 53 p. O. bds., $1 n.

Allegory of the creation of the world, the animals, man, the masterpiece—woman, and the cynical serpent of knowledge.

Hübner, Julius. Bleaching and dyeing of vegetable fibrous materials; with an introd. by Raphael Meldola. N. Y., Van Nostrand. 23+434 p. il. fold. tabs., O. $5 n.

By director of Department for Bleaching, Dyeing Printing and Finishing, and Paper Manufacture, Municipal School of Technology, Victoria University of Manchester, England.

Hurlbut, Jesse Lyman, D.D. The superintendent's helper, 1913. N. Y., Eaton & M. c. 175 p. nar. T. leath., 25 c. n.

Upon each lesson is given a "foreword," consisting of the framework of time, place and circumstances of the lesson; and an "afterword," which is summing up of the practical and spiritual truth of the lesson, to be used as a review after the class teaching. There is also a blackboard outline, which may stand before the school, suggesting in a few words the great teaching of the lesson.

Hutchinson, Horatio Gordon, ed. The new book of golf; with contributions from Mrs. Ross and others; il. by photographs. N. Y., Longmans. 11+361 p. O. $2 n.

Editor has brought together the views of various authorities on golf for purposes of comparison, and occasionally, after summing up, pronounces a diffident verdict upon their differences. Elementary theory of a stroke is given more or less dogmatically and complicated points discussed afterwards.

Irving, Mrs. Marg. A fantasy of souls. N. Y., The Bookery. c. 78 p. front. O. hf. cl., $1.

Contents: In secret places; The family cloak; Soul to soul; When joy speaks.

Johnson, Allen, ed. Readings in American constitutional history, 1776-1876. Bost., Houghton Mifflin. c. 17+584 p. O. $2.50.

Editor is professor of American history in Yale University. Collection of original documents bearing on the history of American polity. Legislative bills, acts and general statutes are omitted, and when choice was possible, material with literary as well as historical value has been selected. Index.

Johnston, Mary. Cease firing; with il. by N. C. Wyeth. Bost., Houghton Mifflin c. 8+457 p. D. $1.40 n.

In "The long roll" Jackson was the dominant figure, in this story of the last half of the war General Lee is. Young Lieutenant Cary early in the book meets and marries Desirée Gaillard, then joins his regiment near Vicksburg, leaving her in the town, but she follows him, taking refuge in a cave, to which he is brought when wounded and she nurses him. Richard Cleave, the gallant young officer disgraced through the machinations of his rival, as readers of "The long roll" will remember, re-establishes himself in the army and fights valiantly to the end, then maries Judith Cary, who has had faith in him always. The siege of Vicksburg and the battle of Gettysburg are vividly pictured.

Kenealy, Arabella. The irresistible Mrs. Ferrers. N. Y., Dillingham. c. 347 p. D. $1.25 n.

The irresistible Mrs. Ferrers is a fashionable beauty, the idol of London society. Hostesses fight and plot to get her to their parties. Her ambition is to be known as the most beautiful and brilliant woman of her day. She charmed all men and succumbed to none. But Lord Lygon comes, a clever and attractive man, estranged from his wife. He lays siege to her heart and the story turns upon the rivalry and struggle of the two women.

Klapper, Paul. Principles of educational practice. N. Y., Appleton. c. 485 p. figs. O. $1.75 n.

Book aims to give (1) a comprehensive and systematic analysis of the principles of education, (2) the modern trend and interpretation of educational thought, (3) a transition from pure psychology to methods of teaching and discipline, and (4) practical applications of educational theory to the problems that confront the teacher in the course of daily routine.

Knevels, Gertrude. The wonderful bed; with il. [in color] by Emily Hall Chamberlin. Indianapolis, Bobbs-Merrill. c. 4+228 p. $1.

New entrance to wonderland by the way of the great four-poster in the shadowy corner of Aunt Jane's nursery. Rudolph and Ann and fat little Peter take the new route. Such a jolly sail in the pirate ship, "The Merry Mouser!" Such a lovely visit to Catnip Island! Such thrills on meeting Knight-mare and Man-under-the-bed!

Lang, And. Adventures among books. [New ed.] N. Y., Longmans. 11+312 p. D. $1.25 n.

Lansing, I: J., D.D. The social program of the Lord's prayer. N. Y., Assn. Press. c. 60 p. D. 40 c.

Statement of some of the social implications of the Lord's Prayer, containing with slight modifications the substance of an address frequently delivered in the Men and Religion Forward Movement campaigns.

Leather-bound pocket series. v. 1-5. N. Y., Funk & W. c. T. ea., 75 c., bxd.

Contents: v. 1, Brown, C: Reynolds, Latent ener-

gies in life; v. 2, Bryan, W: Jennings, The signs of the times, to which is added Faith, an address delivered before several colleges; v. 3, Griffis, W: Elliot, The call of Jesus to joy; v. 4, Hillis, Newell Dwight, The misfortune of a world without pain; v. 5, Roosevelt, Thdr., The conservation of womanhood and childhood.

Lester, Rev. H. A., and Wainwright, Rev. E. G. Catechism: the life of faith and action. N. Y., Longmans. 11+105 p. D. (London diocesan Sunday school manuals.) 50 c. n.

First author is director of Sunday school work in the Diocese of London; second is principal of the Training College, Winchester.

Lincoln, Abraham. Lincoln's own stories; collected and ed. by Anthony Goss. N. Y., Harper. c. 7+223 p. por. D. $1 n.

For many years Mr. Goss has been collecting and verifying the best stories told by and about Lincoln. These stories present a book of great interest in its humor and pathos and the light it sheds on historic characters and events.

Lloyd, R. E. The growth of groups in the animal kingdom; with 2 coloured plates. N. Y., Longmans. 7+185 p. il. O. $1.75 n.

Book deals with the subject of evolution in a somewhat discursive manner. Points out that groups of like animals, such as are small in membership and temporary in duration, are common in nature. These groups are not considered to be equivalent to species, they are referred to as family groups. Large part of book deals with origin, fate and significance of such groups.

Long, J: And., comp. Old English ballads; selected and arranged for use in elementary schools. Bost., Heath. c. 7+146 p. il. pls. map, 12°, 50 c.

Low, D: Allan. Practical geometry and graphics; with over 800 il. and over 700 exercises. N. Y., Longmans. 6+448 p. O. $2.50 n.

By professor of engineering, East London College.

Ludovici, Anthony Mario. Nietzsche and art. Bost., J. W. Luce & Co. 16+236 p. D. $1.50 n.

Propounds Nietzsche's general art doctrine, and, with the view of illustrating and defining it further, applies its leading principles to one of the main branches of art. Book is made up of a course of lectures delivered at University College, London.

M., G. The unknown way; a book of verses; with a front. reproduced from a water-colour drawing by P. R. Donaldson. Milwaukee, Young Churchman. 8+81 p. S. 80 c.

Mace, Rev. J. H. B. What then is the Gospel?; with a foreword by H: Scott Holland, D.D. Milwaukee, Young Churchman. 7+192 p. D. $1.

Aims to sum up the gospel as presented to the primitive church, finding the apostles' interest centered "not on the human teacher Jesus, but on the Son of God risen from the dead."

McElree, Wilmer W. Along the western Brandywine. 2d ed. [West Chester, Pa., F. S. Hickman.] c. 199 p. il. pls. pors. maps, (1 fold.) facsims., 4°, $5.

McGeorge, W:, jr. To the law and to the testimony. Phil., Lippincott. c. 794 p. 8°. $2.50 n.

MacKaye, Percy Wallace. Uriel and other poems. Bost., Houghton Mifflin c. 63 p. D. bds., $1 n.

McKibben, H. L., and Gray, L. E. Hip and valley designs, details, formulæ and graphics, roofs, hoppers and pipe lines; ed. by J. E. Banks. Ambridge, Pa., J. E. Banks. 2+30 p. diagrs. obl. 8°, $2.

Macready, W: C: The diaries of William Charles Macready, 1833-1851; ed. by W: Toynbee; with 49 portraits. In 2 v. N. Y., Putnam. 16+511; 6+542 p. O. $7.50 n.

In 1875, two years after Macready's death, his "Reminiscences and selections from his diaries and letters," edited by Sir W. F. Pollock, appeared. At the time it was thought desirable to omit a considerable portion of the diaries, but the lapse of forty years has made this suppression no longer necessary, and in these volumes the most important of the passages are included. Dickens, Thackeray, Browning, Bulwer, Forster, Talfourd and many of the famous actors of the Victorian period appear in intimate glimpses in the book, which is a complete history of the London and provincial stage between the years 1833-51, as well as a manual of dramatic criticism. American readers will be particularly interested in the account of the Macready riot in 1849, at the Astor Place Theater. Index.

Martin, Martha Evans. The ways of the planets. N. Y., Harper. c. 272 p. il. D. $1.25 n.

Accurate but untechnical account of the planets and their movements, with easy and sure directions for finding, identifying and following them in all their comings and goings through the year. Index.

Masefield, J: Jim Davis. N. Y., Stokes. 7+242 p. D. $1.25 n.

Jim Davis, left an orphan at the time of the English-French wars soon after 1800, becomes involved with the smugglers on the Devon coast. Finally kidnapped by them, he learns their secret caves in the cliffs, accompanies their luggers in exciting voyages to and from the French coast, and is chased in wild overland flight with their "night riders."

Massee, J. C., D.D. Men and the kingdom. N. Y. and Chic., Revell. 12°, 75 c. n.

Mather, Fk. Jewett, jr., ["Fs. Cotton," pseud.] The collectors; being cases mostly under the ninth and tenth commandments. N. Y., Holt. c. 193 p. S. $1.25 n.

Seven stories of art collecting. *Contents:* Ballade of art collectors; Campbell Corôt; Lombard runes; Their cross; The missing St. Michael; The lustred pots; Balaklava coronal; On art collecting.

Maule, Harry E: The boy's book of new inventions. Garden City, N. Y., Doubleday, Page. c. 374 p. pls. pors. O. $1.60 n.

Stories of the world's latest great inventions told for young readers. Practically every world-important achievement of interest in the last ten years is treated in this book, from the origin and development of the aeroplane to the pulmotor, the latest marvel of mechanical life-saving. Many illustrations visualize the machines for the reader.

Mencken, H: L: The artist; a drama without words. Bost., J. W. Luce & Co. c. '09-'12. 32 p. S. bds., 50 c. n.

Merrick, Leonard. One man's view. N. Y., Kennerley. c. '97. 258 p. D. $1.20 n.

By author of "Cynthia," "Whispers about women," etc. Mamie Cheriton comes to England full of ambition to go upon the stage. After a year of hopeless struggling to get an engagement she gives up and is about to return to America, when George Herriot, a successful lawyer, persuades her to marry him. Herriot is much older than Mamie and loves her devotedly, while she is merely fond of him. Three years pass when the girl meets a successful playwright, who finally persuades her to run away with him. Herriot divorces her, but before her marriage to her lover he dies. The story's climax

comes when Herriot and Mamie meet after many years.

This stage of fools. N. Y., Kennerley. c. 284 p. D. $1.20 n.

Contents: The laurels and the lady; The back of Boehmia; A weak imitation; The life they said she ruined; The girl at Lake Lincoln; The girl with the Greek face; With intent to defraud; The body and soul of Miss Azulay; In rerum natura; A mere incident; The social see-saw; "Fluffums"; To Miss Verschoyle; Posthumous; Nemesis; A romance of a coffee-stall; A reverie.

Metcalf, Arth. The green devil; a romance of Thornton Abbey in the days of John Wyclif. Bost., Pilgrim. c. 10+509 p. pls. O. $1.20 n.

Thornton Abbey in the day of Wycliff, when monkish tenets were being disputed and the common people were banding together in preparation for Wat Tyler's rebellion, is the setting. There is a love story involving the hero, a young French architect, and his rival, a monk. The renunciation of forbidden love, the trial scene when the villain tries to eat the holy wafer are the points of high tension in the plot.

Meyer, H: Hermann, and McFarland, J: T., D.D. The lesson handbook, 1913; a concise commentary on the International uniform Sunday school lessons for the entire year; based on the text of the American Standard Bible. N. Y., Eaton & M. c. 156 p. nar. T. (Berean ser.) leath., 25 c. n.

Meyer, J. A. The green C; a high school story; with il. by the author. N. Y., Harper. c. 315 p. D. $1.25.

All about Jack Downing's freshman year in the Cleveland High School, and how he tried to win the right to wear a big green "C" on his sweater.

Military Order of the Loyal Legion of the United States, Commandery of the State of New York. Personal recollections of the War of the Rebellion; addresses delivered before the Commandery of the State of New York; ed. by A. Noel Blakeman. 4th series. N. Y., Putnam. c. 8+380 p. por. O. $2.50.

Papers presented at banquets which follow the regular stated meetings of the Commandery, and the sermons preached at the annual church service held in commemoration of the surrender at Appomattox on April 9, 1865. Index.

Miller, Sophie Antoinette, and Dunne, Agnes M. After long years and other stories; translations from the German. N. Y., A. S. Barnes Co., '12. 6+243 p. il. pls. 12°, (Sunshine and shadow ser.) 50 c.

Milling fixtures. 3d rev. ed. N. Y., Industrial Press. c. 48 p. diagrs. 8°, (Machinery's reference ser.) 25 c.

Milner, Florence. The teacher. Chic., Scott, Foresman. c. 281 p. D. $1.25.

Contents: Why does one teach?; The first day; Life outside of school; Relation to pupils; Relation to associates; Relation to parents; Personality and poise; Tact; Discipline; Spirit of the recitation; Examinations; Integrity; School waste, etc.

Molière, Jean Baptiste Poquelin. Molière en récits; with vocab. and scenes for acting by M. L. Chapuzet and W. M. Daniels. Bost., Heath. c. 9+222 p. S. (Heath's modern language ser.) 50 c.

The plays rewritten as stories meant as introduction to originals.

Mörike, Eduard Friedrich. Mozart auf der reise nach Prag; ein novelle und ausgewählte gedichte; ed., with introd. and notes, by Clyde Chew Glascock. Bost., Ginn. c. 26+195 p. front. S. (International modern language ser.) 45 c.

Editor is of the Sheffield Scientific School of Yale University.

Newton, Rev. W: Monroe. Richard Newton of Sudbury, Massachusetts, 1638-9; also an account of the Indian raid in Barnard, Vermont, August 9. 1780; comp. for private distribution. [Woonsocket, R. I., W. M. Newton & Sons.] c. 9+52 p. 8°, $1.25.

Nollen, J: Scholte, ed. German poems, 1800-1850; ed., with introd. and notes. Bost., Ginn. c. 41+405 p. front. S. (International modern language ser.) 80 c.

Representative lyrics and ballads, from Hölderlin, Schlegel, and Norvalis to Geibel. Include Tieck, Rückert, Heine, etc., edited by the president of Lake Forest College.

Ollivant, Alfr. The royal road; being the story of the life, death, and resurrection of Edward Hankey of London. Garden City, N. Y., Doubleday, Page. c. 370 p. D. $1.25 n.

Ted Hankey, a little Cockney, whose life, absolutely in the grip of circumstance, is the plaything of the giant Industry and all unconscious of the mailed hand which now buffets it, now tosses it aside, moves surely and triumphantly to the Great Vision. In Ted's heart there blossoms a little flower of hope which nothing stunts or kills; he whistles through days gray and sodden, and the light of his leading shines clearer and steadier as the climax approaches.

Osborne, Alb. B. Picture towns of Europe. N. Y., McBride, Nast. c. 12+246 p. pls. map, O. $2 n.

Towns described and pictured are: Clovelly, Mont St. Michel, Carcassonne, San Gimignano, Bussaco, Cintra, Toledo, Ronda, Bruges, Middleburg, Ragusa, Salzburg, Gruyérers, Rothenburg and Hildesheim.

Palmer, G: Herb. Intimations of immortality in the sonnets of Shakespeare; the Ingersoll lecture, 1912. Bost., Houghton Mifflin. c. 57 p. D. 85 c. n.

Divides the sonnets into three groups, each typifying a different kind of immortality. First, natural immortality; second, ideal immortality; third, spiritual immortality. In these three different conceptions of immortality Shakespeare takes refuge from the batterings of time, which in the sonnets he constantly regards as a foe against whom he contends.

Parrish, Randall. Gordon Craig, soldier of fortune; il. by Alonzo Kimball. Chic., McClurg. c. 366 p. D. $1.35 n.

To Gordon Craig, a young man of good blood but careless life, just discharged from the army and beating his way across the country, an offer to earn ten thousand dollars is made. Recklessly he agrees in return for that sum to impersonate the heir to an estate, who is serving a penitentiary sentence, and turn the estate, when he gets it, over to the executors. It seemed easy, but he soon became involved in a series of startling happenings and adventures which make up this thrilling yarn of mystery.

Partridge, Emelyn Newcomb, and Partridge, G: Everett. Story-telling in school and home; a study in educational æsthetics. N. Y., Sturgis & W. c. 323 p. pls. D. $1.25 n.

What a teacher or parent wants to know about story-telling, and plenty of good stories of various types to tell are brought together in this volume. Story-telling at home and in school is a movement that is growing with astonishing rapidity, and calls for help in this field are constant. In response comes this practical book. Part I. is concerned with the origins and ways of telling stories. Part II. contains the stories themselves. Last chapter contains suggestions for reading. Index.

Partridge, G: Everett. Studies in the psychology of intemperance. N. Y., Sturgis & W. c. 275 p. 3 p. bibl.) D. $1 n.

Work will appeal to neurologists, sociologists, and all interested in the problem of intemperance and the care and cure of those addicted to drink or drugs. It is in line with the latest results of science and based upon comprehensive study and upon generalized personal observations by the author. It finds the feeding roots of intemperance and drug addiction in psychological and social, rather than in physical, conditions. The account of the effects, good and evil, of alcoholic beverages in the history of civilization is interesting.

Pennell, Eliz. Robins, [Mrs. Jos. Pennell.] Our house and London out of our windows; with il. by Jos. Pennell. [New ed.] Bost., Houghton Mifflin. c. '10-'12. 11+372 p. O. bds., $2.50 n., bxd.

New edition of this book dealing with artists' life in London has a series of sketches by Mr. Pennell, representing many aspects of London both by day and night.

Perkins, Lucy Fitch, [Mrs. Dwight Heald Perkins.] The Japanese twins; il. by the author. Bost., Houghton Mifflin. c. 177 p. O. $1 n.

By author of "The Dutch twins." These little children of Lotus-land and the queer circumstances of their daily lives will be as interesting to children as last year's book.

Philip Dru: administrator; a story of tomorrow, '1920-1935. N. Y., Huebsch. c. 312 p. D. $1.20 n.

Written by a financier who withholds his name. According to the plot, our present Government becomes worse than it now is and is overthrown by Philip Dru, a graduate of West Point, who establishes himself dictator, and before he resigns institutes many reforms.

Phillips, Ja. D:, and Orth, Herb. Denny. Notes on mechanical drawing. Madison, Wis., Univ. of Wis. c. 88 p. il. diagrs., obl. 4°, $1.25.

Pittenger, L. A. The English teacher's manual to accompany the study of Thomas and Howe's composition and rhetoric. N. Y., Longmans. c. 116 p. D. pap., 25 c.

Aims to help by organizing the teacher's work and supplementing the textbook. With blank space on each page for notes.

Portenar, A. J. Organized labor; its problems and how to meet them. N. Y., Macmillan. c. 7+134 p. D. $1 n.

That trades unions are necessary to secure mutual protection and advantage by united action is the writer's firm belief, but that this protection is to be secured by violence and revolution he does not believe. Arbitration which will mean justice to both sides, and intelligent co-operation which cannot succeed without mutual helpfulness and consideration, is his prophecy for organized labor. Index.

Potter, Beatrix. Peter Rabbit's painting book. N. Y., Warne. no paging, il. O. 50 c. n.

Prescott, F. C. Poetry and dreams. Bost., Badger. c. 72 p. O. $1 n.

Sees "poetic madness," hysteria and the tension accompanying dreams as related results of unsatisfied desire, of which poetry and dreams are an outlet, and partial satisfaction being thus an integral part of mental life.

Preston, Anna. The record of a silent life. N. Y., Huebsch. c. 327 p. D. $1.25 n.

Joyce Breadalbane, born dumb and sorely misunderstood on account of this by her grandparents with whom she lives, proves herself in the end highly intelligent. Finding herself possessed of a large fortune and a roomy house upon her grandparents' death, she is led to realize that she can become a great blessing to the poor and afflicted. Accordingly she inserts a notice in the newspapers of rooms to let at the occupants' own terms. The queer responses to this ad and the effect of Joyce upon their lives and of her lodgers upon her make an interesting story.

Printing and publishing; an adaptation of Pitman's shorthand to the requirements of printing and publishing correspondence; together with specimens of the forms used, and a description of the duties of shorthand-typists engaged in such business. N. Y., Pitman. 86 p. S. (Pitman's shorthand writers' phrase books and guides.) 75 c.

Prior, Melton. Campaigns of a war correspondent; ed. by S. L. Bensusan. N. Y., Longmans. 12+340 p. pls. pors. O. $4.20 n.

Contents: Ashanti, 1873-4; Campaign in Harzegovina, 1875; Turkish war, 1877; Kaffir war, 1878; Zulu war, 1879-80; Boer war, 1881; Egyptian campaign, 1882; El Teb, 1883; Nile expedition, 1884; Burmese campaign, 1887; Jameson raid, 1895; Buluwayo, 1896; Afridi campaign, 1897; Crete, 1897; Transvaal war, 1900-2; Somaliland, 1903; Russo-Japanese war, 1904-5. Posthumous letters of war correspondent for the *Illustrated London News.*

Rauschenbusch, Wa. "Unto me." Bost., Pilgrim. 31 p. por. D. bds., 35 c. n.

Essay setting forth Christ's message and interpretation of life.

Reed, Milton. The golden window of the East; Oriental impressions. Bost., Sherman, French. c. 222 p. O. $1.20 n.

Record's author's impressions of a journey from Boston to San Francisco, thence to Honolulu, Japan, the Philippines, Hong Kong, Singapore, Java, the Malayan Peninsula, Burma, India, Ceylon and home through the Red Sea.

Repplier, Agnes, comp., ed. and tr. The cat; being a record of the endearments and invectives lavished by many writers upon an animal much loved and much abhorred; with il. by Elisabeth F. Bonsall. N. Y., Sturgis & W. c. 9+172 p. D. (Our friends, the beasts, a series of anthologies; ed. by Agnes Repplier.) $1 n.

First Miss Repplier gives an essay on the cat's place in literature and man's esteem, the low regard in which her much admired "fireside sphinx" was held for so long, and then the triumphs which have also been the feline's. Then comes a collection of the best that poets and prose writers of different times and nations have said of the cat.

Reynolds, Arth., ed. The churchman's guide; a handbook for all persons, whether clerical or lay, who require a work of reference on questions of church law, or ecclesiology. 2d ed., rev. and enl. N. Y., Longmans. 16+350 p. D. $1.20 n.

Roberts, P: English for coming Canadians; teacher's manual; a rational system for teaching English to foreigners. N. Y., Assn. Press. c. 105 p. D. 50 c.

Rodin, Auguste. Venus; to the Venus of Melos; auth. tr. from the French by Dorothy Dudley. N. Y., Huebsch. c. 26 p. pls. D. hf. cl., 50 c. n.

Prose poem to the statue, extolling faithful study of nature as the great necessity of the artist.

Rollinson, C: Alphabets and other material useful to letterers. N. Y., Van Nostrand. c. 33 p. obl. S. $1 n.

Rosenau, Milton Jos. The milk question. Bost., Houghton Mifflin. c. 14+309 p. (5 p. bibl.) O. $2 n.

By professor of preventive medicine and hygiene, Harvard Medical School. Study of all the various aspects of the question of the quality and healthfulness of our milk. Dr. Rosenau explains in simple language that any one can understand all the factors that go to make good milk and bad milk, and there are chapters upon the practical conduct of dairies, upon the best methods for milk delivery, upon the legislative control of the milk supply, and other matters connected with the subject. Book is fully illustrated, and should prove most useful to dairymen, distributors, legislators, social workers, and the general public interested in this all-important question. Index.

Russell, G: W: Erskine. Dr. Pusey. Milwaukee, Young Churchman. 203 p. S. (English churchman's lib.) 40 c.

Russell, Rev. Matthew. The three sisters of Lord Russell of Killowen and their convent life; with 5 illustrations. N. Y., Longmans. 10+310 p. O. $2 n.

Lives of Mother Baptist, foundress of Sisters of Mercy in California, Sister Mary Aquin, of Newry, Ireland, and Mother Emmanuel, of Newry. By their brother, a Jesuit priest.

Sale, Edith Tunis. Old time belles and cavaliers. Phil., Lippincott. c. 286 p. 8°, $5 n., bxd.

Sanborn, Arth. W. The clerks of Kittery; a comedy in seven acts. Bost., W. H. Baker & Co. c. 2+77 p. O. $1.

Sangster, Mrs. Marg. Eliz. Munson. The mother book. Chic., McClurg. c. 392 p. O. $2 n., bxd.

Motherhood in its widest implications is considered in these pages. Chapters of the book—which originally appeared in *The Ladies' Home Companion*—are really addressed not only to the mother, but also to the girl thus far only contemplating matrimony. From that point in her life until with gray hair she presides over a home with children and grandchildren, the late Mrs. Sangster's advice and comment is directed to every important phase of her progress. A number of the author's original poems add to the interest of the book, which is made up in gift form.

Schäfer, E: Alb., M.D. Life; its nature, origin and maintenance; an address delivered to the British Association for the Advancement of Science, at its meeting at Dundee in September, 1912. N. Y., Longmans. 36 p. O. 50 c. n.

Modern restatement of theory of origin of life, as distinct from soul, in lifeless matter, and its evolutionary development. Aroused much newspaper excitement when address was delivered.

Schindler, Karl. Iron and steel constructional work; a concise handbook with examples for practical application; tr. from the German and adapted to English practice by C: Salter; with 115 illustrations. N. Y., Van Nostrand. 12+140 p. D. (Broadway ser. of engineering handbooks.) $1.25 n.

Scott, W: R. The Americans in Panama. N. Y., Statler Pub., 501 Fifth Ave. c. 13+258 p. pls. pors. fold. map, D. $1.35 n.

History of the Panama canal, for the non-technical reader. Author spent three months as employe of Isthmian Canal Commission.

Seay, Rev. Fk. The story of the Old Testament; a primer of Old Testament introduction. Nashville, Tenn., Pub. Ho. of M. E. Ch., So. c. 164 p. D. 50 c. n.

Elementary textbook aiming to "lay a basis and furnish a stimulus for further study." With weekly reading, references, questions.

Sheehan, Patrick A:, D.D. Miriam Lucas. N. Y., Longmans. c. 470 p. D. $1.35 n.

Story deals with Catholic-Protestant problem in Ireland. Miriam Lucas lives with her father, hopelessly wrecked in mind, on an old estate called Glenndarragh, whose owners have invariably met violent deaths owing to a curse. Miriam's mother is shrouded in mystery and people shun her and her father. Shortly before the mysterious disappearance of Mr. Lucas a Mr. Holthsworth obtains nominal possession of the estate, and after that event takes Miriam to live with him in Dublin. Here she becomes interested in and sympathetic with the Protestant side of the great religious questions troubling that city and contributes many articles to a Socialistic paper, which involve her in great difficulties. Remainder of story deals with part she plays in a great strike, her visit to America, where she discovers the secret of her mother, her happy marriage and the lifting of the curse.

Shinkle, C: A. American commercial methods of manufacturing preserves, pickles, canned food, etc. Rev. ed. Menominee, Mich., [The author.] c. 2+212+9 p. il. 8°, $10.

Sidgwick, A. H. Walking essays. N. Y., Longmans. 8+274 p. D. $1.40 n.

Contents: Walking and conversation; Walker Miles; Walking and music; Walking, sport and athletics; Walking as a social form; Walking in literature; Walking equipment; Walking alone. With verse dedication to comrades and epilogue to readers.

Sidney, Gerald. My dog and I; with numerous il. by the author. N. Y., Holt. c. 202 p. D. $1 n.

Cause of the fun and trouble in this riotous book is a pup, a hobbledehoy pup of sable coat and more sable propensities, which led him, and all those who crossed his devastating path into innumerable amusing misfortunes.

Sigerfoos, C: P: Laboratory directions in general zoology; for use in the first course in zoology in the University of Minnesota. 5th ed. Minneapolis, Minn., H. W. Wilson Co. c. 5+122 p. il. 8°, 50 c.

Sindall, R. W., and Bacon, —. The testing of wood pulp; a practical handbook for the pulp and paper trades; with numerous illustrations. N. Y., Van Nostrand. 148 p. figs. O. $2.50 n.

Smith, Adèle Millicent. Printing and writing materials: their evolution. Phil., The author. c. 2+3-14+236 p. il. por. pls. facsims., 12°. $1.25.

Smith, Arth. Bessey, ed. Modern American telephony in all its branches. Chic., Drake. 829 p. il. diagrs. 12°, $2.

Smith, Fk. Berkeley. The Street of the Two Friends; il. by the author. Garden City, N. Y., Doubleday, Page. c. '11-'12. 406 p. D. $1.50 n.

To the little studio at the top of the house in the Rue des Deux Amis comes many a light footstep, presaging adventure after the fashion of the *vie de Bohème*. And from this abiding-place, the artist who relates these true and dramatic experiences, sallies forth to one rendezvous after another in picturesque Montmartre. By the author of "A village of vagabonds."

Smoley, Constantine. Smoley's tables; parallel tables of logarithms and squares, diagram for solving right triangles, angles and logarithmic functions corresponding to given bevels, common logarithms of numbers. tables of logarithmic and natural trigonometric functions, and other tables; for engineers, architects and students. 7th ed., rev. and enl. N. Y., McGraw-Hill. c. 6+1+329 p. diagrs., 12°, $3.50.

Somerville, Edith Anna Oenone, and Martin, Violet, ["Martin Ross," pseud.] Dan Russel the fox; an episode in the life of Miss Rowan. N. Y., Doran. 340 p. D. $1.25 n.

Novel of the Irish hunting-field, depicting the boisterous good humor and jollity of a set of people who love to follow the hounds and who are not quite up to the social standard of Katharine Rowan, a Scotch-Irish girl who comes to spend a season among them. For a while she is quite carried away by the life, but the experience proves only an episode after all.

Sonntag, E. C. Building a home. Bartlett, Tex., Home Architectural Pub. c. 4+139 p. il. pls. 12°, $1.

Spalding, F: Putnam. A text-book on roads and pavements. 4th ed., rev. and enl. N. Y., Wiley. c. 11+408 p. il. 12°. $2.

Spalding, Rev. H: Stanislaw. The sugar-camp and after. N. Y., Benziger. c. 233 p. pls. D. 85 c.

Raymond Molt, at fourteen, is carried off accidentally from Chicago in a freight car, and lands in Kentucky, where an old priest and his colored cook take him in. The boy's father comes after him, and then settles in Kentucky. Raymond and his chums help the priest in maple-sugar making, and later get money and interesting experiences hunting bugs for the Department of Agriculture.

Speer, Rob. Elliott. Men who were found faithful. N. Y. and Chic., Revell. c. 12°, $1 n.

Spencer, Matthew Lyle. A handbook of punctuation. Menasha, Wis., G: Banta Pub. c. 3+113 p. 12°, 75 c.

Spivey, T: Sawyer. The caverns of Crail; a novel. N. Y., Cosmopolitan Press. 307 p. 12°, $1.25.

Story of the days of the wars of the Medes and Persians, with plenty of fighting and adventure, a forceful hero and a beautiful heroine.

Steel, Mrs. Flora Annie Webster. Kingerrant; with frontispiece in color and 2 il. in black-and-white by the author. N. Y., Stokes. c. 355 p. D. $1.30 n.

Novel about the romantic life of Baber, the young conqueror who swept down from the north and founded the Indian Empire of the Great Moguls in the sixteenth century. Beset by intrigues, alternately capturing and losing kingdoms, one moment reduced to dire poverty, the next raised to immense wealth, Baber moved through stirring scenes and developed to true greatness.

Stelzle, Rev. C: The gospel of labor. N. Y. and Chic., Revell. c. 95 p. D. 50 c. n.

Author of "Letters from a working man," etc., writes articles every week for two hundred and fifty labor papers. These chapters are selected from this material, in the hope that they may prove suggestive both to employees and employers.

Stevenson, Canon Morley. Catechism; prayer and sacraments. N. Y., Longmans. 11+105 p. D. (London diocesan Sunday school ser.; ed. by S. Kirshbaum.) 50 c. n.

Detailed suggestions for lessons expanding Anglican (Episcopal) catechism teaching on prayer and sacraments.

Stewart, A. H., M.D. American bad boys in the making. N. Y., The Bookery. c. 241 p. front. O. $1.50.

Besides his experience as a doctor, author has been assistant warden at the Kentucky Penitentiary. He has carefully studied the juvenile delinquent and here puts down the result of his observations. *Contents:* Influence of age on conduct; Relation of sex to conduct; Relation of mind and body to character; Comparative influence of heredity and environment on conduct; Growing relaxation of home discipline; Reformation; Prevention, etc.

Strindberg, August, i.e., Johan August. Easter (a play in three acts), and some stories from the Swedish; tr. by Velma Swanston Howard. Cin., Stewart & Kidd Co. c. 269 p. por. D. $1.50 n.

Contents: Easter; Midsummertide; The stone man; Half a sheet of paper; The sleepy-head; Secrets of the tobacco shed; The big gravel screen; Photography and philosophy; Jubal sans Ego; Blue Wing finds the gold powder.

Sykes, Rev. S. J. Pivots of penitence, opportunity, and power; with an introd. by Bp. Kempthorne. N. Y., Longmans. 18+120 p. D. $1 n.

Author states that book is an attempt to bear witness to three permanent conditions in the life of sinners who are "called to be saints"; Penitence in man, offered but needing to be realized; Opportunity in the world, offered but needing to be bought at a price; Power in God, offered but needing to be received and used. Elementary matters of theology have been introduced in a popular way.

Talbot, Marion. House sanitation; a manual for housekeepers. Bost., Whitcomb & Barrows. c. 8+116 p. (3 p. bibl.) D. 80 c.; pap., 50 c.

Rewritten from "Home sanitation," published by college alumnæ, Sanitary Science Club. Chapters include: The new sanitation; The responsibility of the housekeeper; Situation of the house and care of the cellar; Heating; Furnishing; The country house. Index.

Talling, Marshall P. The science of spiritual life; an application of scientific method on the exploration of spiritual experience. N. Y. and Chic., Revell. c. $1.50 n.

Tennyson, Alfr., Lord. The story of Idylls of the king; adapt. from Tennyson by Inez N. McFee; with the original poem; il. by M. L. Kirk. N. Y., Stokes. c. 9+394 p. O. $2 n., bxd.

Gift volume, illustrated in color, giving the "Idylls" in their original form, and also retelling them in prose suited to youthful readers.

Thornton, Nell, i.e., Mary Estell. Little rhymer; with dedication verses by Glenn McClaughry; il. by the author. Chic., R. R. Donnelley & Sons Co. c. 59 p. col. il. pl. D. bds., 75 c.

Verses for children.

Underwood, Clarence F. American types; with 16 engravings in colour and 47 in black-and-white; with poems by various authors. N. Y., Stokes. c. 19 p. Q. $2.50 n., bxd.

Gift book, containing some of the artist's most popular pictures in color and black and white. Appropriate verses are included.

Van Dyke, Harry Weston. Through South America; with introd. by J: Barrett. N. Y., Crowell. c. 24+446 p. il. fold. map, O. $2 n.
Outlines history of continent, describes scenery, cities, people, social, industrial, economic and commercial life of each country, and emphasizes the trade relations of the two Americas. Index.

Vollmer, Philip, D.D. The modern student's life of Christ. N. Y. and Chic., Revell. c. 12°, $1 n.

Van Allen, W: Harmon, ["Presbyter Ignotus," pseud. Travel-pictures. Milwaukee, Young Churchman. c. 239 p. il. por. O. $2.
Contents: Caldley, Isle of Saints; Netherland; Walcheren; From Vianden to Echternach; Einsiedlen; St. Gall and Appenzell; Chur and Liechtenstein; Gandria; Flanders and Zuland; Of England in general; Ostende and Nuremburg; Munich and the Danube; Vienna and Salzburg, etc. Series of letters written "currente calamo" for *The Living Church.* Fully illustrated.

Van Sickle, Ja. H., and Seegmiller, Wilhelmina. Riverside readers. Sixth reader. Bost., Houghton Mifflin. c. 12+276 p. D. 55 c.

Von Bernhardi, General Friedrich. Germany and the next war; tr. by Allen H. Powles. N. Y., Longmans. 12+300 p. fold. map, O. $3 n.
Author believes that "the conscious increase of our [Germany] armament is not an inevitable evil, but the most necessary precondition of our national health, and the only guarantee of our international prestige." He believes that war is the greatest factor in the furtherance of culture and power. He urges the necessity of Germany's strengthening her every means of defence to be prepared for the war he believes inevitable.

Von Holst, H. V. Modern American homes. Chic., Am. Sch. of Corr. c. 108 p. pls. obl. O. $3.
Work of value to architects, contractors and builders, or to anyone who is contemplating building his own house. It is a practical book containing 108 plates, showing exterior plans, elevations, cross sections and interiors and giving location, description, architect's name, owner's name, date of erection, cost and in many cases detailed estimates. Covers the one story home, the two story home, the tent house, boat house, garage, the larger home, the apartment house and miscellaneous buildings.

Waldram, Percy J. The principles of structural mechanics: treated without the use of higher mathematics. N. Y., Van Nostrand. 18+374 p. il. diagrs. D. $3 n.
By lecturer on structural mechanics, Architectural School, Central School of Arts and Crafts, London.

Wansborough, W: Dyson. The A. B. C. of differential calculus. 3d ed. N. Y., Van Nostrand. 12+148 p. D. $1.50 n.

Ward, Wilfrid. William George Ward and the Catholic revival; reissue with a new preface. N. Y., Longmans. 46+468 p. por. facsim., O. $2.40 n.
Published in 1893 by the Macmillan Co.

Watson, Rev. J:, ["Ian Maclaren," pseud.] Books and bookmen and other essays. N. Y., Doran. c. 172 p. D. $1.25 n.
"Collected impressions of reading" having the "intensity of affection." *Contents:* Books and bookmen; Humour: an analysis; Robert Burns; The Waverley novels.

Wauchope, Jos. Alleine. Laboratory manuals in physics. Chic., Scott, Foresman. c. 103 p. il. diagrs., 12°, 60 c.

Wells, C: Luke. Manual of early ecclesiastical history to 476 A.D. Sewanee, Tenn., Univ. Press. c. 35+259 p. D. (Sewanee theological lib.) $1.50.
By lecturer in history McGill University, Montreal, and author of "The age of Charlemagne."

Werner-Spanhoofd, Arnold, comp. and ed. Aus vergangener zeit; kleine bilder aus den deutschen geschichte. N. Y., Am. Book Co. c. 278 p. il. map, S. 50 c.
Compiler is head of the Modern Language Department in the high schools of Washington, D. C.

Wheelock, J: Hall. The belovéd adventure; [poems.] Bost., Sherman, French. c. 242 p. D. $1.50 n.
By author of "The human phantasy."

Whitcomb, Seldon Lincoln. Poems. Bost., Badger. c. 75 p. D. $1 n.

Wiener, Harold Marcus. Pentateuchal studies. Oberlin, O., Bibliotheca Sacra Co. c. 16+353 p. O. $2 n.

Willey, Nathan. Principles and practice of life insurance; originally prepared by Nathan Willey; also new and extended tables based on the American and combined experience mortality tables, computed at 3, 3½, 4 and 4½ per cent interest; new explanatory text and additions by H: Moir. [8th ed.] N. Y., Spectator Co. c. 531 p. 4°, $10.

Williams, J: S. The siege; a novel of love and war. N. Y., Cosmopolitan Press. c. 410 p. D. $1.20 n.
Jessie Carlton, a Vicksburg girl, risks her life for her country, amid all the dangers and hardships of the Vicksburg siege, where young Mason, the man she loves, is fighting his battles of more than one sort. Jessie thinks that she should, for duty's sake, marry young Anderson, who mercilessly holds her to their engagement. But all ends well in spite of battles and jealousy.

Williams, Marg. Lelith. Darling dogs. N. Y., [Longmans.] 256 p. pls. D. $1.40 n.
Affectionate reminiscences of intimate dog-friends.

Wilson, Alpheus Waters, Bishop. The life and mind of Paul; lectures to the students of Vanderbilt University, delivered in March, 1910, on the Cole Foundation. Nashville, Tenn., Pub. Ho. of M. E. Ch., So. c. 7+175 p. D. 75 c. n.
Author is senior bishop of the M. E. Church, South, and has studied the Epistles for fifty years.

Wilson, Floyd Baker. Road to freedom; health, success, happiness, not bolts from the blue falling indiscriminately on the deserving and undeserving alike, but within the grasp of the million if they learn and follow the road open to all. N. Y., Macoy Pub. & Masonic Supply Co., 45 John St. c. 200 p. front. $1.
New Thought is the basis of this book. Author says "thought builds character and creates personality. The road to freedom is made easy and clear through rightly disciplined thought."

Wilson, J: Fleming. The man who came back. N. Y., Sturgis & W. c. 152 p. front. D. 75 c. n.

Story of Harry Potter, who spoiled by great wealth, goes from dissipation to dissipation, gives up the girl he loves at his father's command, and drifts from place to place, bringing up in an opium den in Shanghai. Here a girl of the cafés starts him back to the right road, and the story tells how he went back on his tracks, making good in each place where he had previously disgraced himself.

"Wyllarde, Dolf," pseud. The career of Beauty Darling. N. Y., J: Lane. c. 368 p. D. $1.30 n.

Beauty, when an infant, was found on the doorstep of a countrywoman, Mrs. Darling, with whom she lived, and regarded as her mother, up to the age of fourteen. Then, one day, an artist wandered by, persuaded her to pose for him in an apple tree, and made a picture of her which became the rage of London. When he left the cottage to resume his journey, Beauty was no longer the innocent, happy country girl he had found her, and Mrs. Darling's wrath at this discovery sent Beauty flying from her home up to London, where she sought entrance at the stage-door of one of the well-known music-halls of the great metropolis. Story deals with Beauty's subsequent career.

Yeats, W: Butler. The green helmet and other poems. N. Y., Macmillan. 91 p. D. $1.25 n.

Young Men's Christian Associations. International Committee. Principles and methods of religious work for men and boys. Atlantic City ed. N. Y., Assn. Press. c. 171 p. (18 p. bibl.) front. O. 75 c.

"Zmee, X. Q.," pseud. The excuse book or pocket life preserver; containing an amplitude of aerial glides to domestic safety, covering every complication on the earth or in the air; compiled, tested and verified; cover design and page decorations by Bart. Bost., J. W. Luce & Co. c. 90 p. S. bds., 75 c. n.

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Bookman, vol. 10, Sept., '99 to Feb., 1900, cloth.
Memoirs of Extraordinary Popular Delusions, vol. 1, 1852. Nat'l Ill. Lib., London, cloth.
Cent. Mag., Nov., '95-April, '96, vol. 51, half leath.
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Cent. Mag., May-Oct., '92, vol. 44, cloth.
Scribner's, vol. 12, July to Dec., '92, cloth.
Soldier and the Sorceress. Potter & Co., 1865 cloth.
Republican Manual, by Smalley. American Book Ex., 1880, cloth.
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Graphic Atlas of the World, by Bartholomew. Nelson, cloth.
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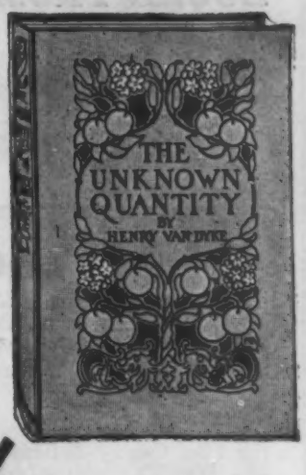

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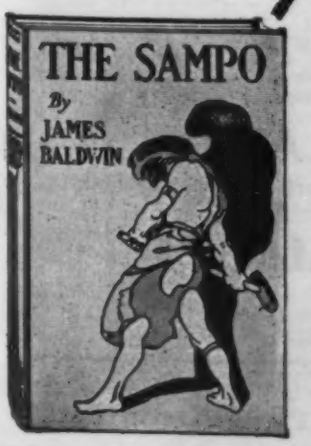

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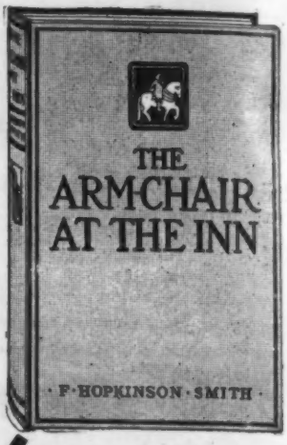

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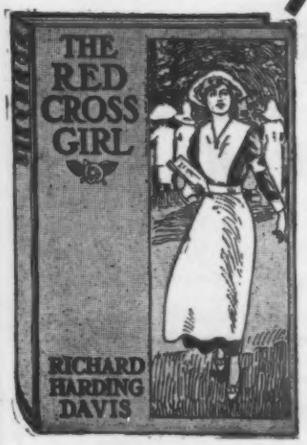

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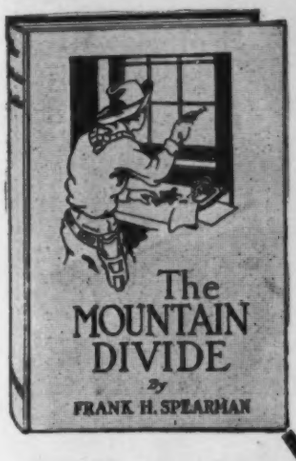

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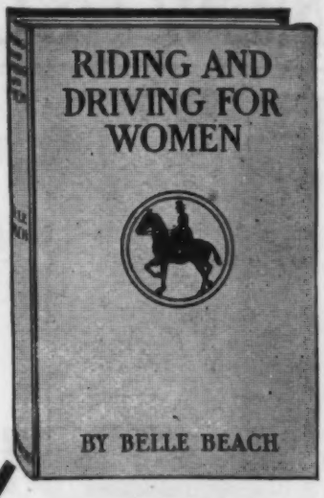

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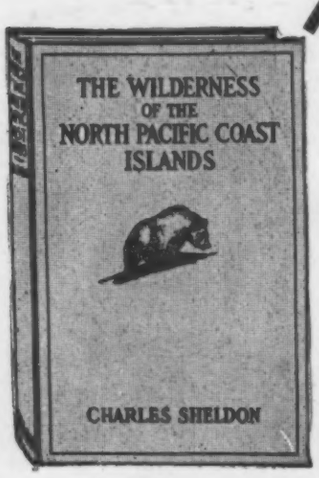

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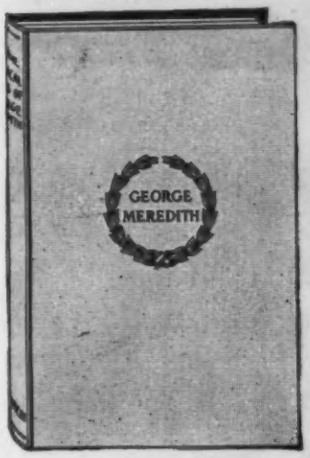

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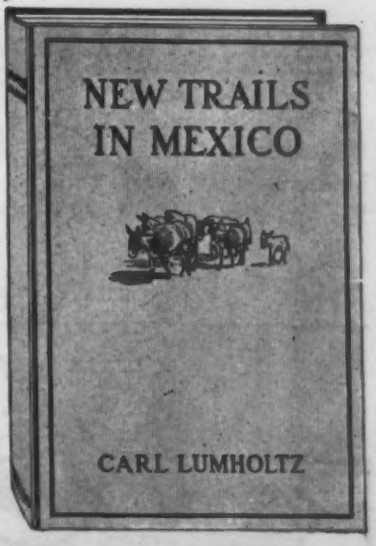

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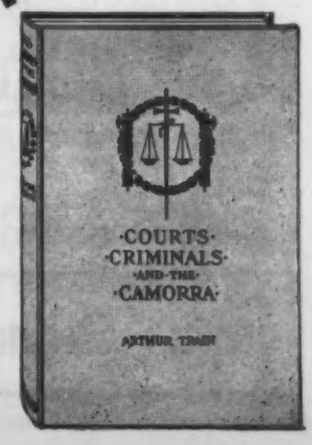

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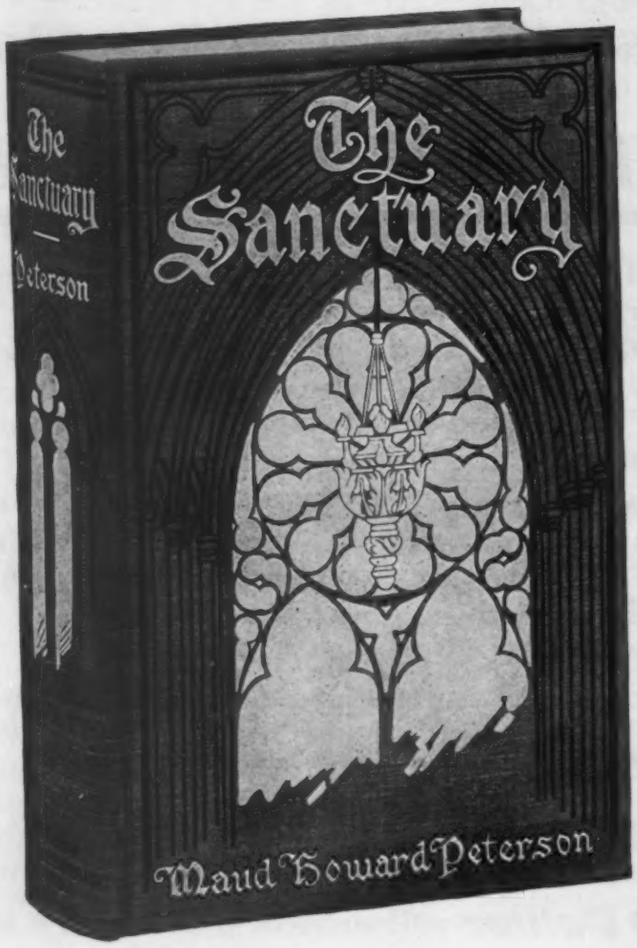

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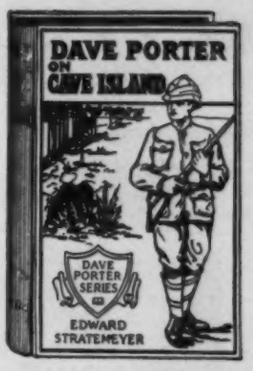

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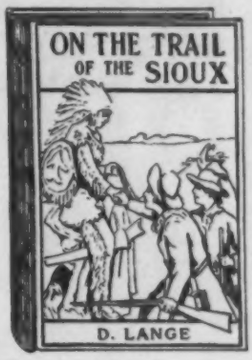

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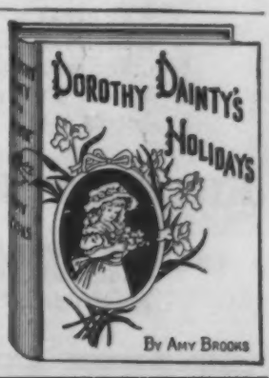

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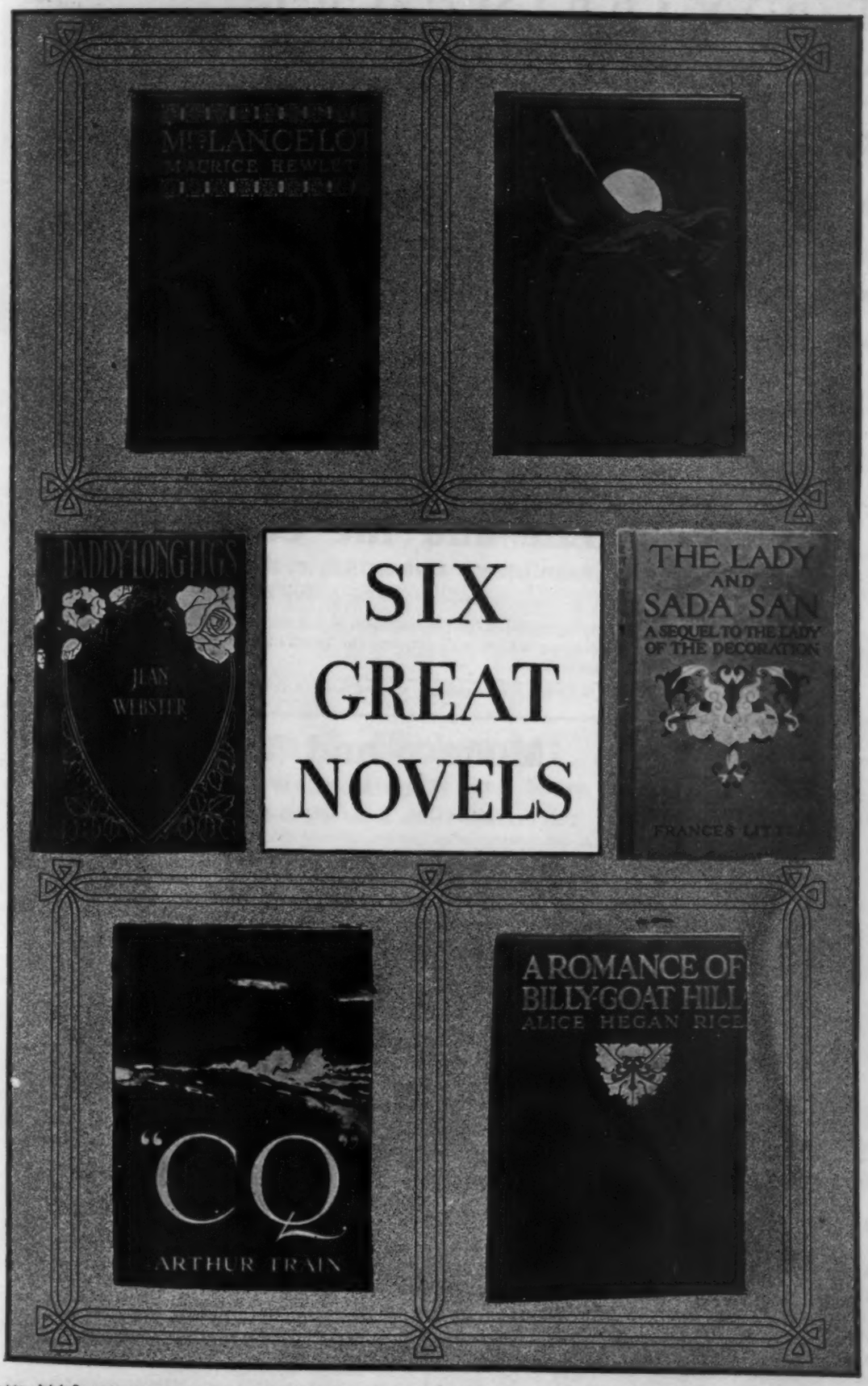
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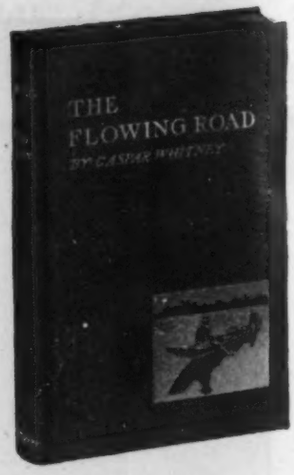

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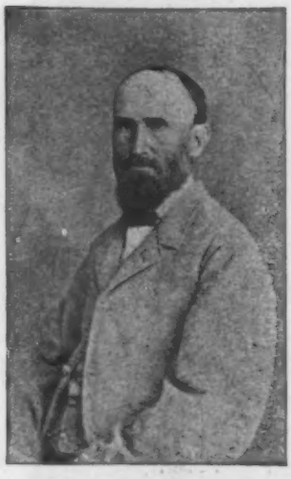

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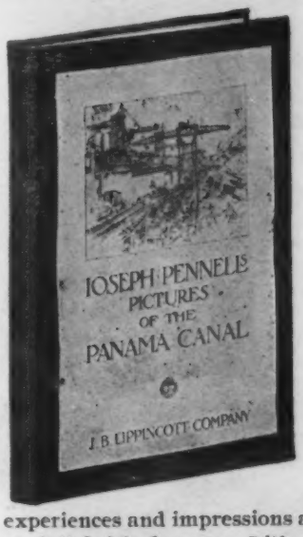

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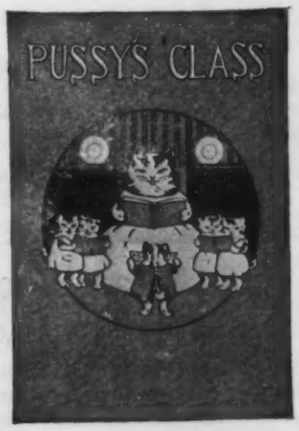

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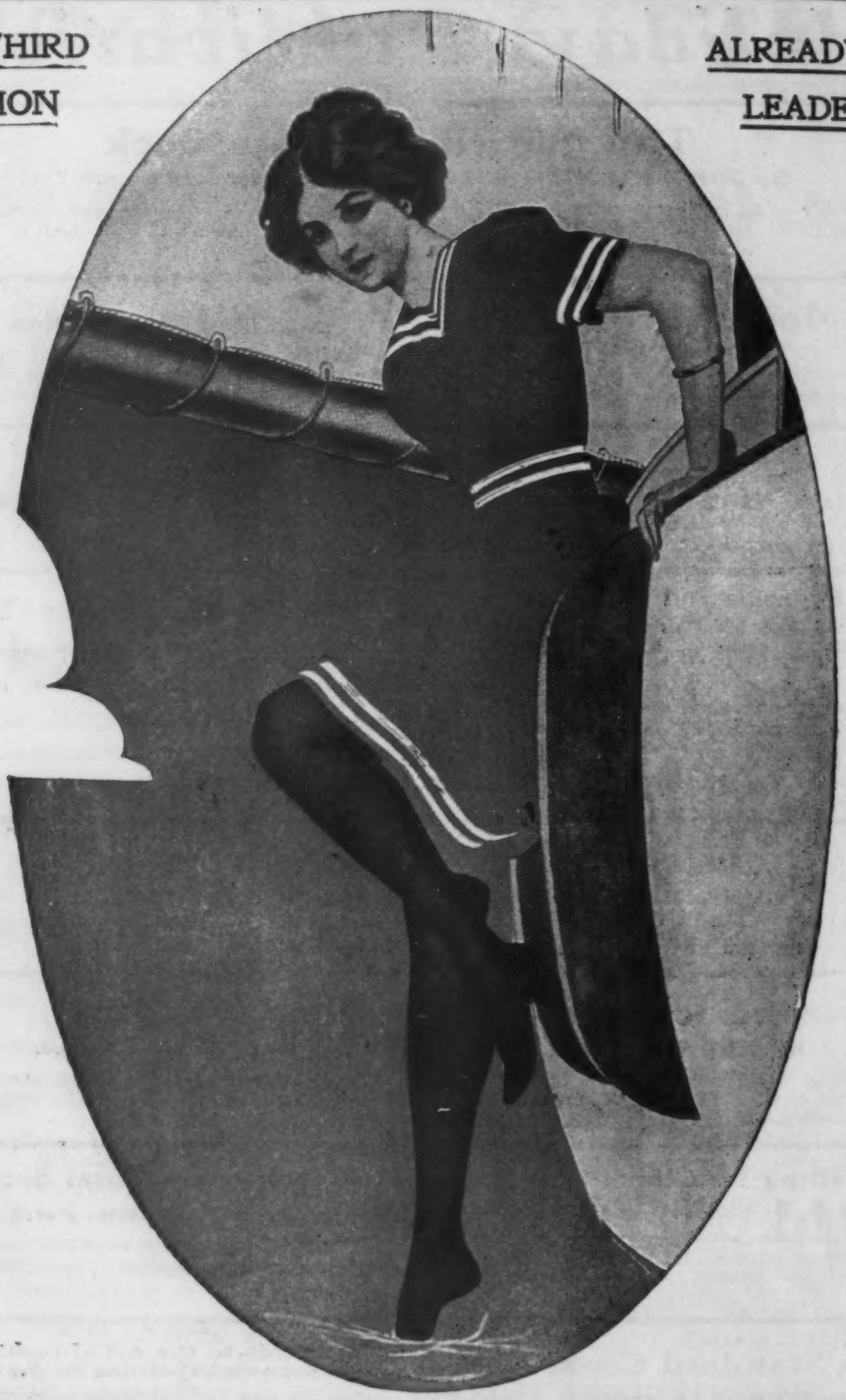

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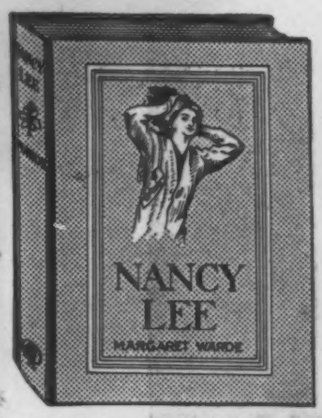

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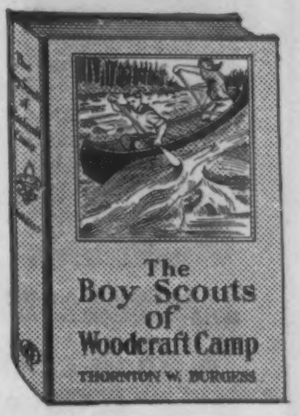

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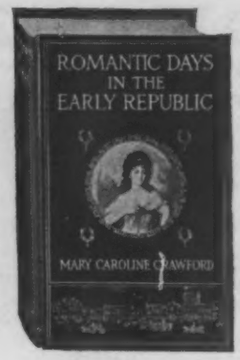

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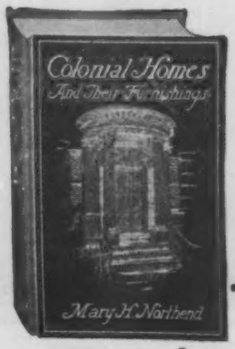

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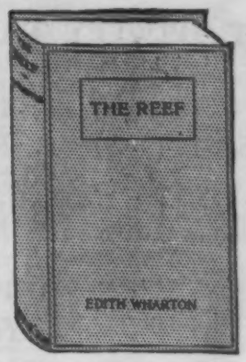

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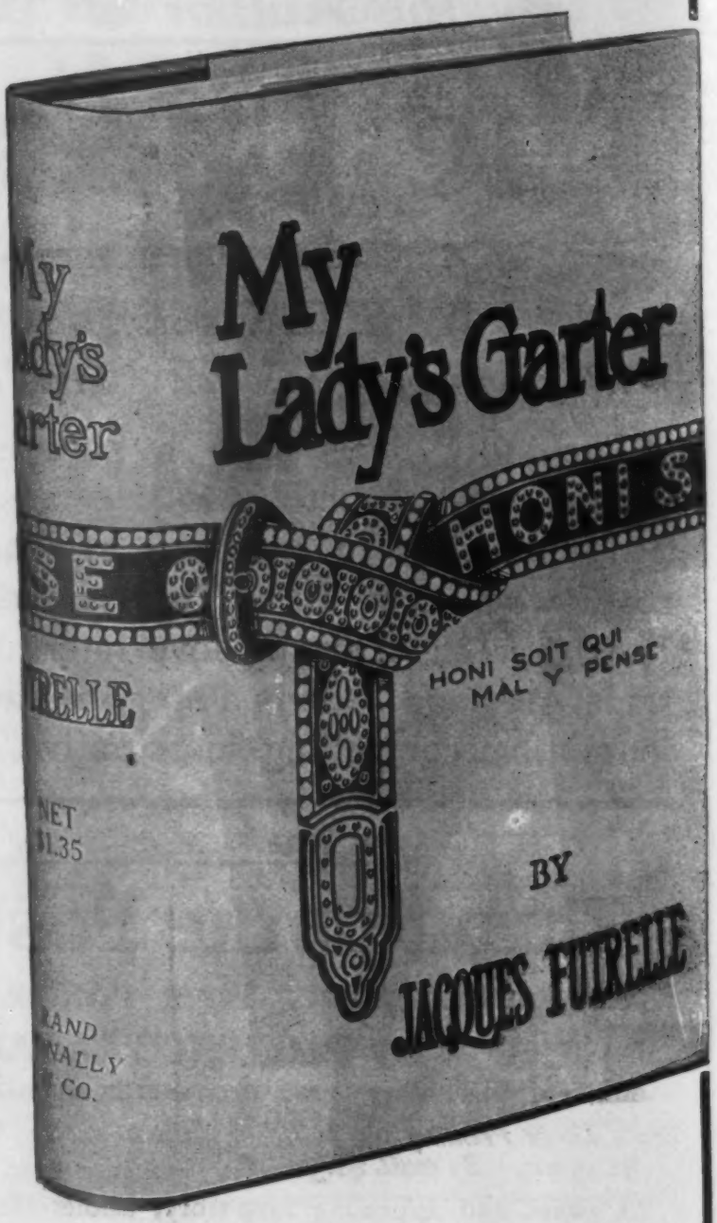

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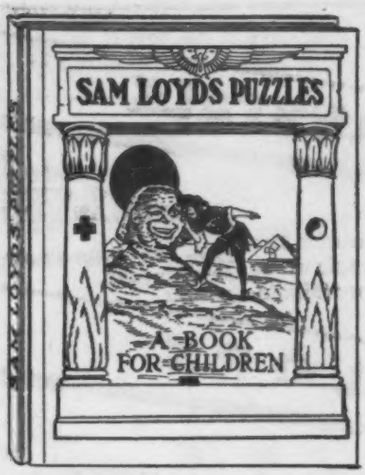

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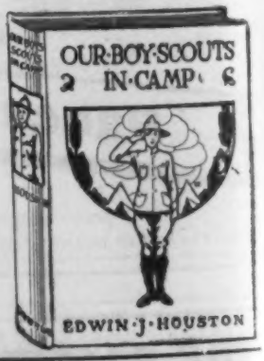

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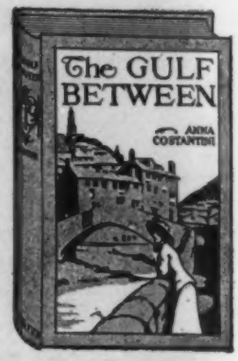

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